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# **Memorandum** .....

To: Michael Dickson, Gas System Director

From: Brian Friery, Assistant Gas System Director

Date: May 27, 2022

RE: Bid Proposal Award  
Horizontal Directional Drilling (*HDD*) Machine  
Horizontal Directional Drilling (*HDD*) Machine Transport System (*trailer*)  
Electronic Tracking System  
Drill Fluid Mixing and Transport System (*trailer mounted*)  
Vacuum Excavation System (*trailer mounted*)

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As you know, sealed bid proposals were opened to provide a directional drilling machine and the above referenced supporting equipment on May 25, 2022 following a request to provide bid proposals to two manufacturer's representatives and postings on the Georgia Procurement Registry as well as the City's official website. Two bid proposals were received with the low bid submitted by Ditch Witch Worx of Forest Park, Georgia in the amount of \$499,995.00 for a Ditch Witch JT24 and supporting equipment. The second low bid was received by Vermeer Southeast of Marietta, Georgia in the amount of \$515,000.00 for a Vermeer D23x30 S3 Navigator and supporting equipment. Attached are the bid proposals.

The purchase of this machine and supporting equipment is a budgeted item and was estimated to be \$550,000.00, therefore, both bid proposals are well within the estimate. Additionally, both machines and supporting equipment meet the specifications required by the RFP and both machines and support equipment have a delivery time within 98-130 calendar days from time of official award. In addition, both machines and support equipment are capable to perform the work required by the Gas System.

The Gas System, however, has been operating a Vermeer directional drill machine and supporting equipment since their purchase in 2013 and this proposed purchase is in addition to our existing machine and supporting equipment. As you know, the effective operation of a directional drill machine and electronic tracking system requires extensive training, skill, expertise and ability to complete successful directional drill installations. Our personnel is familiar, knowledgeable and experienced with the operation of the Vermeer line of directional drills. Requiring our personnel to learn and become efficient on an additional directional drill machine from a different manufacturer and switch between the two machines that differ in their operation and operational abilities on an ongoing basis could potential slow productivity. Additionally, our current electronic tracking system and vacuum excavation tooling for our current Vermeer directional drill is interchangeable between all Vermeer directional drills and vacuum excavators allowing us access to a backup electronic tracking system and backup vacuum excavation tools preventing potential down time due to possible equipment or tool failure. Having two directional drills and supporting equipment from the same manufacture may also save costs associated with maintenance and repair with a single provider for maintenance and repair, especially, when on-site maintenance or repair is required. Our current directional drill and supporting equipment, furthermore, was purchased from Vermeer Southeast of Marietta, Georgia who is fully capable of satisfactorily providing this directional drill and supporting equipment and there is only a 3% difference between the low bid submitted and the second low bid submitted. We, therefore, recommend the City award this bid proposal to the second low bidder, Vermeer Southeast of Marietta, Georgia, in the amount of \$515,000.00 for the purchase of a Vermeer D23x30 S3 Navigator and supporting equipment.

All affidavits required by O.C.G.A. §50-36-1 et. Seq. and O.C.G.A. §13-10-91 et. Seq. and DOL Rule 300-10-1-.02 have been duly executed and were provided with each bid proposal received.





DITCH WITCH WORX (FOREST PARK)  
 5430 GA HWY 85  
 FOREST PARK, GA 30297-2486  
 +1 404-761-0619  
 HTTP://www.ditchwitchga.com  
 United States

**CITY OF CARTERSVILLE (GAS SYSTEM)**  
 155 OLD MILL ROAD  
 CARTERSVILLE, GA 30120-1390  
 United States

**Date** 05/24/2022  
**Quote** 37748  
**Valid Until** 09/22/2022  
**Account** 3020727

BRIAN FRIERY  
 +1 770-387-5642  
 bfriery@cityofcartersville.org

Prepared by:  
 Brent Goodman  
 BGOODMAN@DITCHWITCHWORX.COM

## EQUIPMENT QUOTE

| Product  | Description                                                                                                                                                                                                            | Qty |
|----------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|
| JT24A    | JT24A <ul style="list-style-type: none"> <li>• Engine: Stage V</li> <li>• Operator Controls: Single Joystick</li> <li>• JT Auger: Rock Auger</li> <li>• Hydraulic Oil: Standard</li> <li>• Manuals: English</li> </ul> | 1   |
| 355-1350 | HDX DRILL PIPE 2.38 X 2.63 #600 3M                                                                                                                                                                                     | 80  |
| 220-6738 | RECON CAN BRIDGE INT, SV, NORTH AMERICA                                                                                                                                                                                | 1   |
| 400-3067 | SAVERLOK JT/#600                                                                                                                                                                                                       | 1   |
| 302-6181 | SAVERLOK COLLAR                                                                                                                                                                                                        | 1   |
| 400-2251 | EZ-CON ASS'Y (600M / 2.25-6M EZ3)                                                                                                                                                                                      | 1   |
| 908-4225 | Connector 2.25-6EZ3 -F / 2.38 -M                                                                                                                                                                                       | 4   |
| 400-2398 | 12-3.25 FLUTED HD (2 3/8 API-R,F/30K FLG                                                                                                                                                                               | 1   |
| 190-2364 | 30K SWIVEL KIT (30K TAB)                                                                                                                                                                                               | 1   |
| 400-2683 | 6.5-3.25 FLUTED HD(2-3/8 API-R,F/20K FLG                                                                                                                                                                               | 1   |

Taxes are an estimate at time of quotation. Actual tax will be calculated at time of invoicing. If this is a tax exempt transaction, please provide tax exempt certificate or leasing details.

|               |                                                                                                                      |   |
|---------------|----------------------------------------------------------------------------------------------------------------------|---|
| 400-2396      | 8-3.25 FLUTED HD (2 3/8 API-R,F/20K FLG)                                                                             | 1 |
| 190-2362      | 20K SWIVEL KIT (20K TAB)                                                                                             | 2 |
| 190-2614      | 20K TAB KIT                                                                                                          | 2 |
| 400-124       | 5-6/16-75-10 ST TUFF BIT                                                                                             | 1 |
| 400-3059      | 30K SWIVEL (DBL CLEVIS)                                                                                              | 1 |
| 259-858       | TOOL JOINT LUBE, STD SPRAY 2 GAL                                                                                     | 2 |
| 220-1090      | Beacon Case, M17/17T/86BV3/850B                                                                                      | 2 |
| FM13XB        | FM13XB <ul style="list-style-type: none"> <li>• Decals: English</li> <li>• Fluid Tank: 1000 Gallon Tank</li> </ul>   | 1 |
| 153-357       | TRANSFER HOSE (2" FHC, 50' )                                                                                         | 1 |
| 101-093       | TANK FILL KIT, 950 GAL                                                                                               | 1 |
| MARKSMAN-PLUS | Marksman-Plus                                                                                                        | 1 |
| 222-6212      | TK EVA CASE, COMBO                                                                                                   | 1 |
| 220-2847      | MARKSMAN SWIVEL BASE MOUNT                                                                                           | 1 |
| 102-2572      | M17-PLUS BEACON                                                                                                      | 2 |
| 222-6205      | Smart Lith Ion Btry Pack 7.2V,10.2Ah                                                                                 | 1 |
| 149-973       | SPLIT ROD WIPER 1.75" ID                                                                                             | 2 |
| 190-2764      | JT PIPE BOX (TALL) ASSEMBLY                                                                                          | 1 |
| 400-3148      | 3.0" PWRHOUSE XD/6H-1/2"/VM/2-3/8" REG                                                                               | 1 |
| HX50A         | HX50A <ul style="list-style-type: none"> <li>• Debris Tank: 800 Gallon</li> <li>• Water Tank: 400 Gallons</li> </ul> | 1 |

Taxes are an estimate at time of quotation. Actual tax will be calculated at time of invoicing. If this is a tax exempt transaction, please provide tax exempt certificate or leasing details.

- Controls: Right Hand Traffic
- Reverse Flow: Yes
- Hose and Tooling: 4 Inch
- Filter: Cyclonic Separator
- HX Boom: None
- Water Heater: No
- Quiet Option: Yes
- Options: 6-4 Reducer
- Options: Traffic Cone Storage
- Options: Prospector Digging Lance
- Options: Lance Extension - 48in
- Options: Water Air Gap
- Options: Rear Work Lights
- Options: Trailer Tongue Tool Box
- Prospector Digging Lance: Yes
- Water Air Gap: Yes
- Traffic Cone Storage: Yes
- Trailer Jack: Hydraulic
- Hydraulic Oil: Standard
- Color: Standard

|                |                                        |   |
|----------------|----------------------------------------|---|
| 301-5571       | REDUCED FHC BODY (64F-96F)             | 1 |
| INSTALL-CHARGE | Installation Charge                    | 4 |
| 190-2804       | REAR WORK LIGHTS                       | 1 |
| 025-1034       | VT24 800 GAL HEAVY TRAILER             | 1 |
| 259-1012       | PROSPECTOR EXTENSION, 48'LG W/ FITTING | 1 |

## Notes

\*\* BID VALID FOR 120 DAYS.  
\*\* ESTIMATED DELIVERY DATE 98 DAYS AFTER BID - 09/01/2022.  
\*\* BID INCLUDES 3 YEARS PARTS AND LABOR WARRANTY ON THE MACHINE AND ALL SYSTEMS AND ALL APPURTENANCES.  
\*\* 2022 DITCH WITCH JT24 HORIZONTAL DIRECTIONAL DRILL.  
\*\* 2022 DITCH WITCH FM13X WITH 1,000 GALLON TANK.  
\*\* 2022 SUBSITE MARKSMAN PLUS TRACKER, RECON CAN BRIDGE DISPLAY AND (2) M17 PLUS BEACONS.  
\*\* 2022 DITCH WITCH HX50 800 GALLON SPOILS TANK AND 400 GALLON WATER TANK WITH VT24 TRAILER.  
\*\* 2022 MODEL CT12T22EJT24 CUSTOM TRAILER WITH 4 CHAINS AND BINDERS FOR JT24 (SEE DESCRIPTION PAGE).  
\*\* 2022 MODEL CT8T162EDW CUSTOM TRAILER FOR FM13X MIXER WITH 1,000 GALLON TANK (SEE DESCRIPTION PAGE).  
\*\* BID INCLUDES BATTERIES FOR THE M17 BEACONS, SHACKLES, (3) BATTERIES FOR HAND-HELD TRACKER AND 2.5 GALLONS OF HYDRAULIC FLUID.  
\*\* ALL ITEMS BID PER REQUIRED SPECIFICATIONS.

Equipment Subtotal  
CT12T22EJT24 CUST TRL  
CT8T162EDW CUST TRL  
**Quote Total**

**\$499,995.00**



Vermeer Southeast Sales & Service, Inc.  
 1320 Gresham Road  
 Marietta, Georgia 30062

QUOTE

Date: May 25, 2022

Sales Rep: Scott Holder

**Customer Information:**

City of Cartersville - Gas  
155 Old Mill Rd  
Cartersville, GA 30120

*Delivered to:  
 City of Cartersville - Gas  
 155 Old Mill Road  
 Cartersville, GA 30120*

Contact Name: Michael Dickson  
 Phone Number: (404) 867-3504

Picked up at this Vermeer Store Location:  
Marietta  
*EB*  
*05/25/22*

Confidence Plus Included **YES**  
 Confidence Plus Plan **CP3 PREMIUM**

Payment method: Purchase Order

| Qty | DESCRIPTION and SERIAL #                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Unit Price | TOTAL |
|-----|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|-------|
| 1   | <b><u>New 2022 Vermeer D23x30S3 Directional Drill</u></b><br>Min transport length: 17.4' (5.3 m)<br>Min transport width: 52.5" (133.4 cm)<br>Min transport height: 75" (190.5 cm)<br>Weight: 14,080 lb (6386.6 kg)<br>Make and model: Deutz TCD3.6L4<br>Fuel type: Ultra low sulfur diesel<br>Max engine rpm: 2000 rpm<br>Gross horsepower: 100 hp (75 kW)<br>Displacement: 220 cu in (3.6 L)<br>Cooling method: Liquid<br>Aspiration: Turbo<br>EPA certification family: Tier 4 Final (EU Stage IV)<br>Thrust/Pullback: 24,000 lb (106.8 kN)<br>Max carriage speed at max engine rpm: 206 ft/min (62.8 m/min)<br>Max spindle torque: 3000 ft-lb (3525.1 Nm)<br>Max spindle speed at max engine rpm: 219 rpm<br>Min bore diameter: 4" (10.2 cm)<br>Max ground drive speed: 3.3mph<br>Fuel tank: 35 gal (132.3 L)<br>Max flow: 35 gpm (132.3 L/min)<br>Breakout system: Standard hydraulic vise<br>Flow indicator: Standard<br>Stakedown system: Standard<br>Strike alert: Standard<br>Remote lockout: Standard<br>Firestick drill rod<br>Length: 10' (3 m)<br>Onboard capacity: 400' (121.9 m) |            |       |
| 1   | <b><u>Option</u></b><br>Confidence Plus Premium 3 Year Warranty with Maintenance                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |            |       |



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| Qty | DESCRIPTION and SERIAL #                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Unit Price | TOTAL |
|-----|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|-------|
| 1   | <p><b>Trailers</b><br/> <b>New 2022 8T152FCBW</b><br/>           8 TON HEAVY DUTY EQUIPMENT TRAILER<br/>           15' FLAT DECK, 3' STEEL BEAVERTAIL WITH CLEATS<br/>           72' TONGUE LENGTH, 102" OVERALL WIDTH<br/>           CLEAR WIDTH BETWEEN FENDERS 81.5"<br/>           24" LOADED DECK HEIGHT<br/>           DEXTER SPRING SUSPENSION, ELECTRIC BRAKES<br/>           235/75R 17.5" 16-PLY RADIAL TIRES<br/>           SEALED WIRING HARNESS, LED LIGHTING<br/>           BOLT ON 12,000# DROP LEG JACK<br/>           10"@ 15#/FT I-BEAM FRAME<br/>           3" ANGLE LIP AROUND PERIMETER<br/>           3" CHANNEL CROSSMEMBERS @ 4.1#/FT<br/>           (3) D RINGS PER SIDE<br/>           (1) D RING CENTER HEAD BOARD<br/>           BREAKAWAY TRICKLE CHARGER<br/>           72" ANGLE CLIMBER RAMPS W/ TAPER<br/>           BOLT ON HOLD UP- RAMPS LIKE FC MODEL<br/>           OAK DECKING<br/>           METAL GRATING IN TONGUE<br/>           PINTLE HITCH<br/>           PAINT: GLOSS BLACK<br/>           DEXTER 8,000# DROP AXLE</p> |            |       |
| 1   | <p><b>New 2022 12T172FCBW</b><br/>           17' Flat Deck / 4' Beavertail &amp; 82" BTW Width<br/>           235 / 75R 17.5" Radial Tires<br/>           D-Rings - 5 per side<br/>           Open Pan in Front<br/>           Extended Dual Ramps with Spring Assist<br/>           Sealed Wiring Harness<br/>           Pintle Hitch / Adjustable Height<br/>           Painted Gloss Black<br/>           72" Angle Ramps Tapered with Springs<br/>           1/2" Flat Bar Hold-up on Ramp<br/>           Electric Brakes<br/>           10 Bolt Budd Wheels<br/>           12,000 lbs Jack</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |            |       |



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| Qty | DESCRIPTION and SERIAL #                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Unit Price | TOTAL |
|-----|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|-------|
| 1   | <p><b><u>New 2022 Vermeer MX300 Mix System</u></b><br/>           Power Pack Length: 52" (132.1 cm)<br/>           Power Pack Width: 40" (101.6 cm)<br/>           Power Pack Weight: 680 lb (308.4 kg)<br/>           Engine: Gas 23 hp (172. kW)<br/>           Fuel capacity: 16 gal (60.6 L)<br/>           Pump type: MP Pump - 3" (7.6 cm) end suction<br/>           Mixing action: venturi/recirculation<br/>           Integrated mixing hopper: Yes/rectangular steel<br/>           Straining system (makeup water): Yes<br/>           Straining system (outlet): Yes<br/>           Flow output (max, water): 350 gpm (1325 lpm)</p>                                                                                                                                                 |            |       |
| 1   | <p><b><u>New 2022 VermeerTK1000 - 1000 Gal Tank</u></b><br/>           Length: 105" (266.7 cm)<br/>           Width: 40" (101.6 cm)<br/>           Height: 82" (208.3 cm)<br/>           Mixing jets: 3-line eductor nozzles<br/>           Empty weight: 1050 lb (476.3 kg)<br/>           At-capacity weight: 9390 lb (4259.2 kg)<br/>           Supply Hose 2" x 50'<br/>           In Line Plumbing Kit</p>                                                                                                                                                                                                                                                                                                                                                                                   |            |       |
| 1   | <p><b><u>New 2022 Falcon F5+ Locator</u></b><br/>           Depth Range: 180 ft<br/>           Data Range: 220 ft<br/>           Aurora 10 in display<br/>           Locator Stand<br/>           Packed with Over 1000 Frequencies<br/>           Multi-power Transmitters<br/>           Sub-k Rebar Capability<br/>           Downhole Fluid Pressure Data in Real-Time<br/>           All new Quick Scan-Pair<br/>           Four Easy to USE Locating Modes<br/>           0.1% Pitch Accuracy<br/>           Simplified User Experience<br/>           Faster Data Rates<br/>           Log While Drilling<br/>           Integrated iGPS (optional)<br/>           DigiTrak DataLog Management<br/>           Locator Stand<br/>           3 Locator Batteries<br/>           2 Sondes</p> |            |       |





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| Qty | DESCRIPTION and SERIAL #                                            | Unit Price | TOTAL |
|-----|---------------------------------------------------------------------|------------|-------|
|     | <b><u>Tooling</u></b>                                               |            |       |
| 1   | HOUSING - 3" Premium Housing - D20 / D23 / D24                      |            |       |
| 2   | Lid Safety Bolt (both housings)                                     |            |       |
| 2   | ROLL PIN for Housing                                                |            |       |
| 1   | Sonde Key - new metal style for Premium Housings                    |            |       |
| 1   | ADAPTER - QF400HD BOX x 2 3/8" API PIN                              |            |       |
| 1   | TORQ-LOK - 2 part epoxy thread locker                               |            |       |
| 1   | COLLAR - QF400HD - Hardfaced with teeth. *HD system with roll pins* |            |       |
| 10  | QF400HD Roll Pin                                                    |            |       |
| 1   | 5/16" Punch for QF400HD Roll Pins                                   |            |       |
| 1   | STARTER ROD - D23 / D24 - QF400-HD x 2.375" Firestick               |            |       |
| 1   | BIT - 5" Ace Pro                                                    |            |       |
| 1   | WIPER - 2.375" Double Rod Wiper, split style                        |            |       |
| 1   | SWIVEL - 30K Double Eye I (use two 3/4" and one 5/8 shackle)        |            |       |
| 2   | GREASE - 1 gal Copper Kote                                          |            |       |
| 2   | 5/8" shackle (this size goes over the bit)                          |            |       |
| 2   | 3/4" shackle (attaches to reamer)                                   |            |       |
| 4   | Velocity HDD Lithium Battery                                        |            |       |
| 4   | BINDERS - Ratchet style for 5/16" or 3/8" chain                     |            |       |
| 4   | CHAINS - 5/16" x 10' GR70                                           |            |       |
| 1   | ISO100 - 2.5 gal                                                    |            |       |
| 1   | FLUTED 6" - API x Swivel                                            |            |       |
| 1   | FLUTED 8" - API x Swivel                                            |            |       |
| 1   | FLUTED 12" - API x Swivel                                           |            |       |
| 1   | Umbrella and Mount                                                  |            |       |
| 1   | <b><u>New 2022 Vermeer LP873SDT Heavy Vacuum Excavator</u></b>      |            |       |
|     | 49 HP Yanmar Diesel Engine                                          |            |       |
|     | 1000 CFM Vac Pump                                                   |            |       |
|     | 800 Gal Spoils Tank with Hydraulic Tilt                             |            |       |
|     | 3000 PSI / 4 GPM Water System                                       |            |       |
|     | Two 200 Gal Water Tanks                                             |            |       |
|     | Water Knife                                                         |            |       |
|     | Clean-up Wand                                                       |            |       |
|     | Reverse Pressure                                                    |            |       |
|     | Air Gap                                                             |            |       |
|     | 20,000 GVWR                                                         |            |       |
|     | Hydraulic Jack                                                      |            |       |
|     | 4" Hose and Tooling                                                 |            |       |
|     | LED Board                                                           |            |       |
| 40  | Extra Rods                                                          |            |       |
| 1   | Drill Rod Basket                                                    |            |       |



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| Qty                                                                    | DESCRIPTION and SERIAL #                                                                                                                          | Unit Price         | TOTAL         |
|------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------|--------------------|---------------|
|                                                                        | <b>References</b>                                                                                                                                 |                    |               |
|                                                                        | <b>Pike Electric</b> Scott Robinson (404) 427-2666 Superintendent<br>Jerry Stroud (678) 451-9498 Superintendent                                   |                    |               |
|                                                                        | <b>City of Rome</b> Paul Sills (706) 622-7368 Safety Manager                                                                                      |                    |               |
|                                                                        | <b>Target Borinq</b> Paul Heinie (678) 617-4931 Owner                                                                                             |                    |               |
|                                                                        | <b>Odie Bore</b> Kim Odom (770) 550-1224 Owner                                                                                                    |                    |               |
|                                                                        | <b>Utilisouth</b> Jon Pruitt (404) 427-5223 Owner                                                                                                 |                    |               |
|                                                                        | <b>Notes</b><br>Projected HDD Package Delivery within 130 Calendar Days of from the time bid proposal is awarded and the purchase order is placed |                    |               |
|                                                                        |                                                                                                                                                   | SubTotal           | \$ 515,000.00 |
|                                                                        |                                                                                                                                                   | Tax                | EXEMPT        |
| <b>THANK YOU FOR YOUR BUSINESS!</b><br>***Quotes Valid for 120 Days*** |                                                                                                                                                   | <b>Total</b>       | \$ 515,000.00 |
|                                                                        |                                                                                                                                                   | Less Down Payment  |               |
| TERMS:                                                                 |                                                                                                                                                   | <b>Balance Due</b> | \$ 515,000.00 |

All warranties, if any, made with respect to this equipment are those warranties made by the Manufacturer. Dealer makes no warranties express or implied, including, but not limited to, warranties of MERCHANTABILITY AND FITNESS OF A PARTICULAR PURPOSE.

Customer Signature \_\_\_\_\_

May 25, 2022