



Kinloch
Equipment & Supply, Inc.

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A graphic consisting of two grey diagonal lines pointing downwards from a central point, with a vertical orange dashed line in the center.

MILE AFTER MILE™
Turnkey Leasing
Solution

Mile After Mile™ Proposal
For The City of Mission



CITY OF
MISSION

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 Elgin RegenX regenerative air street sweeper. Elgin is the longest tenured manufacturer of sweepers in North America as well as being the market leader. The RegenX is the result of hundreds of sweeper customers input into what was important to them in a sweeper. The resounding response was that they wanted something that was easy; easy to use, easy to clean and easy to maintain.

Essentially, this is what this program offers:

- New and Unused Equipment built to the accompanying specifications.
- A four (4) year bumper-to-bumper warranty for both the truck chassis and sweeper
- All repairs & maintenance included (except brooms)
- 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 four (4) 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.

AQUISTION OPTIONS

Model	Elgin RegenX
Debris Body Capacity	8 Cubic Yards
Water Tank Capacity	265 Gallons
Debris Conveyance System	Regenerative Air
Capital Cost	\$324,830.
Mile After Mile™ Program	
Four (4) Year Bumper to Bumper Warranty	Included
Four (4) Year Repair & Maintenance Agreement	Included
Free Loaner Equipment	Included
Payment Schedule	
Four (4) Annual Payments of	\$73,282.
OR	
Forty-Eight (48) Monthly Payments of	\$6,278.
Purchase Option	
Upon the conclusion of the four (4) year lease term, the City of Mission has first option to purchase this equipment for \$159,690. 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	\$38.57
Monthly	\$39.65

Under Texas Transportation Code Chapter 502, street sweepers are exempt from the requirement of titling, registering and plating in the State of Texas. As such, our proposal has made no such provisions or accommodations to provide these non-mandated services.

Prices quoted herein are in accordance with Sourcewell Cooperative Purchasing Contract # 093021-ELG. City of Mission Member # 99270.

Prices quoted herein are firm until February 29, 2024.

Please let me know if you have any questions or require any additional information.

Sincerely,



Dan Federico
Sales Manager