

#258



Proposal LK040921A

DEALER

Infrastructure Solutions Group
8383 Old Richfood Road
Mechanicsville, VA 23116

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Mechanicsville, VA 23116

Date: 10/28/2021

For: Town of Vienna
600 Mill Street NE
Vienna, VA 22180

SKU#

LCT650

LCT450,600,650 Kubota WSG3800 3.8L Gasoline rated 87hp@2600 rpm
John Deere 4045 Diesel Engine 74HP Tier 4 in Lieu of Gasoline Engine
Electronic engine controls with engine safety shut down system
Boxed perforated radiator screen
44 gallon polyethylene fuel tank
13" clutch assembly w/2.25 dia PTO shaft & safety engagement
Suction impeller with six 3/8" thick T-1 steel blades
38":LCT6000, 28":LCT600, LCT650,LCT450
Power band belt drive for suction impeller:
4-groove:LCT450,LCT600&650, 5-groove:LCT6000
Hydraulic hose boom powered by a 12V electric/hydraulic pump
16" diameter x 120" Rubber intake hose with steel nozzle
LED type DOT lights and an oval LED amber flasher light at rear
16" diameter x 48" long rubber exhaust hose
90 degree inlet elbow to enhance curbside pickup (LCT450,650 Only)
1/4" thick trailer deck with channel members on the ends
HD height adjustable pintle eye with three quick release pins
Parking jack with 5" swivel castor wheel
Electric brakes with break-away actuator
LCT600: Single 6,000lb Torflex axle w/EZ lube hubs (2)ST225-75-R15 tires
Urethane coated liners for blower housing

55,201.57

1245XV

1,333.33



56,534.90

Sourcewell 4.5% Discount: -2,484.07

Net Equipment Cost: 54,050.83

Pre-Delivery Inspection/Training & Delivery 1,950.00

Total Delivered Cost Per Unit: 56,000.83

DB

#031121-ODB

Lehman, Adam

From: Luke Kahelski <luke@weareisg.com>
Sent: Friday, November 5, 2021 8:59 AM
To: Lehman, Adam
Subject: RE: ODB LCT650 Quote

Good Morning Adam,

Part of the reason for the price increase is general increasing pricing, including dramatic increases in steel. The main driving force behind the price increase, is the restructuring of ODB. ODB was purchased by the Alamo Group. The Alamo Group did an evaluation and analysis, and found that the pricing structure was all over the place and needed uniformity. In doing this, they were forced to reduce costs in some areas, while others saw moderate to more dramatic price increases. This was done by Alamo to bring predictable pricing and continuity within ODB in the future.

I hope this helps. Please let me know if you have any questions.

Luke Kahelski

Territory Manager
Infrastructure Solutions Group

☎ (804) 730-4040 | (804) 339-9012
✉ Luke@WeAreISG.com
🌐 www.InfraSolutionsGroup.com



From: Lehman, Adam <Adam.Lehman@viennava.gov>
Sent: Tuesday, November 2, 2021 1:53 PM
To: Luke Kahelski <luke@weareisg.com>
Subject: RE: ODB LCT650 Quote

Hey Luke,

Can you tell me what's driving the significant cost increase over our 2019 unit? I'm going to be asked, and I want to have the answers in my back pocket. Would you please provide me with individual items and their cost for the increases?

The 2019 machine cost us \$31.402.

Thanks,
Adam

From: Luke Kahelski <luke@weareisg.com>
Sent: Thursday, October 28, 2021 12:50 PM
To: Lehman, Adam <Adam.Lehman@viennava.gov>
Subject: ODB LCT650 Quote

Good Afternoon Adam,

It was great talking to you yesterday. I've attached the quote on the LCT650 leaf machine we discussed yesterday. Please take a look and let me know if you have any questions, or if you'd like to make any changes. Thanks!

Luke Kahelski

Territory Manager

Infrastructure Solutions Group

☎ (804) 730-4040 | (804) 339-9012

✉ Luke@WeAreISG.com

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