

To Whom It May Concern,

Please accept this letter as an explanation regarding the grader bid process and the need for replacement equipment.

1. Why We Only Have Two Grader Bids

We solicited pricing from multiple vendors; however, only two companies submitted complete and responsive bids within the required timeframe. Due to the specialized nature of heavy equipment and limited regional availability, obtaining multiple competitive bids can sometimes be difficult.

2. Differences Between the Bids

The primary difference between the two bids involves the front bulldozer blade and wing plow attachments. These attachments are manufactured by Craig, as neither CAT nor John Deere manufactures them directly.

John Deere was able to meet our request to retain and reuse our existing dozer blade and wing plow attachments. CAT advised that adapting their grader to work with our current setup would require additional modifications and adjustments, making it more cost effective to purchase new attachments instead.

Even if John Deere's proposal included brand new dozer blade and wing plow attachments comparable to CAT's proposal, there would still be an approximate \$70,000 difference between the bids. In addition to the cost savings, we prefer the John Deere option because we have consistently received better service and support from their company.

3. Why We Need a New Grader

We maintain a HERF account specifically to keep our equipment updated and on a scheduled replacement cycle so we can continue operating safe and reliable machinery. The replacement of this grader has already been postponed for three years.

Delaying this purchase any longer could result in significantly higher repair and maintenance costs, reduced trade-in value, increased equipment downtime, and potential delays caused by the availability and lead times of new equipment orders. Replacing the grader now will help maintain operational efficiency, reduce unexpected expenses, and ensure dependable equipment is available for daily operations.

Thank you for your consideration. Please feel free to contact us if additional information is needed.

Sincerely,
Tom