

**LOUISVILLE WATER COMPANY**  
**BID 16-95 / 5000# Lift Capacity, LP Gas Powered Forklifts**  
**Bid Opening Date: June 8, 2016**  
**Initial Contract Period: July 1, 2016 - June 30, 2017**

**Awardee: Cardinal Carryor**  
 Buyer's Name: Robin Heitz  
 Project Manager's Name: Brian Matherly  
 PM Estimate: \$55,000

| <b>BIDDERS:</b>                          |  |                           | <b>Cardinal Carryor</b>                  |              | Prolift Industrial Equipment             |              | United Rental (North America), Inc.               |              | C&K Sales (1)                            |              |
|--|--|---------------------------|--|--------------|--|--------------|---|--------------|--|--------------|
| <b>Bid Signed:</b>                       |  |                           | Yes                                      |              | Yes                                      |              | Yes   |              | Yes                                      |              |
|  | Description  | Estimated Annual Quantity | Unit Price                               | Total Price  | Unit Price                               | Total Price  | Unit Price  | Total Price  | Unit Price                               | Total Price  |
| 1  | 5000 lb. Lift Capacity, LP Gas Powered Forklifts                                   | 2                         | \$ 23,480.00                             | \$ 46,960.00 | \$ 29,556.00                             | \$ 59,112.00 | \$ 29,725.00                                      | \$ 59,450.00 | \$ 23,285.00                             | \$ 46,570.00 |
| <b>Total:</b>                            |  |                           | <b>\$46,960.00</b>                       |              | \$59,112.00                              |              | \$59,450.00                                       |              | \$46,570.00 (2)                          |              |
| <b>Optional Bid Items: (Total Price)</b> |  |                           |  |              |  |              |   |              |  |              |
| 1  | Extended Warranty  |                           | \$500.00                                 |              | \$1,250.00                               |              | \$0.00  |              | See attached                             |              |
| 2  | Fully enclosed steel cab with heater, defroster, front/rear wipers, and dome light |                           | \$2,500.00                               |              | \$8,450.00                               |              | \$6,366.00  |              | N/A for Cushion                          |              |
| <b>Discount on Optional Items:</b>       |  |                           | <u>30</u> % off of list price            |              | <u>10</u> % off of list price            |              | <u>na</u> % off of list price                     |              | <u>3</u> % off of list price             |              |
| <b>Early Pay Discount:</b>               |  |                           | <u>-</u> % or \$ _____ within _____ days |              | <u>-</u> % or \$ _____ within _____ days |              | <u>na</u> % or \$ <u>na</u> within <u>na</u> days |              | <u>0</u> % or \$ _____ within _____ days |              |
| <b>Delivery:</b>                         |  |                           | <u>105</u> calendar days                 |              | <u>120</u> calendar days                 |              | <u>90</u> calendar days                           |              | <u>30</u> calendar days                  |              |

(1) Bidder disqualified, deemed non-responsive. Did not meet required specifications.

(2) Additional costs were not included in the bid price. The total is \$47,128.00 with additional costs included.

- Item 18.1 thru 18.3 – Vendor states an additional cost of \$92.86 per unit.
- Item 18.4 – Vendor states an additional cost of \$115.11 per unit.
- Item 18.6 – Vendor states an additional cost of \$70.84 per unit.
- Optional Items – Vendor states that fully enclosed cab is not available for the specified unit. Based on the additional costs the unit price would change from \$23,285 to \$23,564.