

ARATA EQUIPMENT COMPANY

January 25, 2024

Mr. Jon Carlson
City of Brentwood
375 Sunset Road
Brentwood, California 94513

Subject: 2023 Wittke/Labrie Front Loader Proposal

Dear Jon:

First of all, thank you for the opportunity to offer our Proposal to your city for the Wittke/Labrie Front Loader refuse body. Per our discussion, I have assembled below the items we discussed into this document so that it is easier to read.

We will start with the Base specifications and pricing, followed by the optional items you have selected, and then on a separate page, the dollars.

Let's now address the detailed base specifications.

BODY CONFIGURATION:

- Capacity – 40 yards (38 + 2)
 - Design – Unibody with curved body sidewalls
 - Standard Body Profile
 - Dump Systems – Full eject
 - Pack Blade – Full height
 - Hopper Access Door – Sliding type on curbside
 - Arm – Multi-purpose design, 10,000 lb. structural rating
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- Hopper to have curved sidewalls
- Arm cylinders –4.5” cylinders, 8,000 lb. lifting capacity
- Tailgate – Standard Curved Design
- Forks – 1.5” thick. Forks in fully dump will be tilted upward to prevent boxes from coming off forks
- Canopy – Commercial extension

CONTROLS, GAUGES & WARNING SYSTEMS (HYDRAULIC, AIR & ELECTRICAL)

- Arm/Fork Activation – Dual joysticks
- Main Control Box – Center mounted
- Function Switches – Hydraulic pump, top door, auto pack, manual auto stop, manual pack, manual pack return, tailgate, and marker lights.
- Warnings – Tailgate ajar, pack blade not home, top door open, side access door open and arms elevated.
- Warning Lamps Mounted in Dash – Arms elevated, lamp only
- Lockouts – Arms up when packer panel not home, arms up when top door not open, auto pack when arms raised, auto pack when tailgate open, and an open side access door shuts down all hydraulic functions
- Air System – Moisture and contaminant filters

LIGHTING

- Lighting – FMVSS compliant, LED, stop/turn/tail/tail lights, license plate and side marker lights in lower tailgate, stop light in mid-height of tailgate, marker lights in upper tailgate, turn/marker lights in mid-lower body, marker lights in mid-upper body

PAINT AND DECALS

- Colors – One color, acrylic urethane
- Undercoat – Body and hydraulic lines on the underside of body
- Decal Package – ANSI Compliant

MISCELLANEOUS

- Hydraulic Oil – Multigrade spec
- Documentation – One set of parts and service manuals
- Hydraulic Tank – Aluminum, round, 55 gal, with breather
- Hydraulic Filer – In tank mounted
- Main Hydraulic Pump – Muncie Live Pack with 350 Spicer, front engine driven
- Main pressure line from pump to control valve will be a 4-wire braided hose
- Rear hinge – Bolt in

WARRANTIES

- One (1) Year Base Warranty

This completes the basic unit specifications and we will now proceed to the pricing. The pricing will begin with the Base Price and then a number of optional items that you have chosen to include with this unit.

Other featured items you have chosen:

- A. Service Hoist (body will raise 24")
- B. Hopper Clean Out Doors
- C. Shovel and Broom (on side of Body)
- D. Front Body Mesh Screen
- E. Pack panel flood light
- F. LED Backup Floodlights (1) mounted on each side of body
- G. Mid-Body Turn Signals
- H. Single Amber Strobe on center of tailgate with switch on console
- I. Freight from Labrie to SF Bay Area
- J. Outside Arm/Fork controls with throttle speed-up on streetside
- K. A drip channel on the cab shield to allow fluid spills to drain to the sides of the cab shield

- L. Triple Backup Camera System with 230 degrees vision to the sides and rear. One (1) monitor in cab. Monitor to be flat screen, color. Backup camera light to be LED type
- M. A 20 lb. fire extinguisher to be included
- N. System lock-outs are being supplied as requested
- O. Auto Pack and Pack on the Go capabilities are included
- P. Chromium strip wear strip overlays on packer shoes and channels

Pricing for this item are as follows:

2023 Labrie/Wittke Front Loader w/Mack chassis.....	\$ 408,109.00
(8.75%) Sales Tax.....	\$ 35,710.00
Total Unit Price	\$ 443,819.00

Notes:

- a. Any applicable taxes will be additional
- b. Delivery is FOB SF Bay Area

Jon, I believe this covers all the items that you requested.

Should you see anything that I might have missed or have any questions, please feel free to contact me on my cell at (415) 810-5800 or email me at dave@arata.com

Again, thank you for considering Arata Equipment Company.

Sincerely,

David L. Fall
Arata Equipment

ARATA EQUIPMENT COMPANY
1650 OLD COUNTY ROAD
SAN CARLOS, CALIFORNIA 94070

January 24, 2024

Mr. Jon Carlson
City of Brentwood
150 City Park Way
Brentwood, California 94513

Dear Jon:

Arata Equipment would like to thank you and the City of Brentwood for the opportunity to propose the Labrie "Split" Automizer Packer body from our firm.

The following is a list of the standard equipment included within the base pricing of the unit to then be followed by the optional items you have chosen.

- Labrie 31 yard capacity "Split Automizer" Side Loading Refuse Body for use with your three axle chassis with a lift tag axle.
- Unit to include Low "RPM" Hydraulics operated by a front mounted pump. One section for exclusive for the arm, the other for the body hydraulics (hoist, packer, and tailgate). Unit to include overspeed protection.
- Body shell to be tapered for ease of unloading material.

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- Hopper to be fully enclosed with curbside access door with ladder.
- Packer blade to move 1.75 yards of commodity with each stroke.
- Hydraulic tank capacity to be 81 gallons, air pressurized sealed system.
- Bubble tailgate to open and close hydraulically.
- Packer blade to have follower plate to allow no waiting for operator.
- Body to unload by dumping payload.
- Body to have screened windows in front bulkhead to verify loaded body.
- Body to have curved side construction for maximum strength.
- Unit to include Federal rear under ride protection.
- Automated arm to be the Heavy duty "Right Arm".
- Automated arm grippers to service both American style or European style carts.
- Automated arm grippers to service 30 gallon to 100 gallon carts.
- Unit to include all legal lights, reflectors, and mudflaps.

- Automated arm to be controlled by a single joystick inside cab.
See options list for other features available.
- Automated arm to have a 1,000 lb. Capacity at minimum reach and a 450 lb. Capacity at maximum reach.
- Average arm cycle (Pickup cart,dump, and return).
Min. reach --- 6 seconds.
Max. reach --- 8 seconds.

Unit to be primed, grit blasted, and painted your one color.

- Unit to be factory installed at Labrie's Quebec, Canada facility.
Customer's chassis to be drop-shipped to Labrie plant for installation.
- Standard Warranties :

Body : Twelve (12) months on defective parts and workmanship.

Automated Arm : Twelve (12) months on defective parts and
Workmanship.
Twelve (12) months on hydraulic cylinders.
- A step saddle box of 24" x 20" x 18" to be included.

- Work lights, LED type, one (1) for hopper, (1) for lift arm. Separate on/off switches located inside cab.
- Spill shield behind grabber (recommended if carts are Over filled).
- Interlock to disable body lift when arm is extended.
- Interlock to disable arm fully extended lift function included.
- Freight from Labrie to Bay Area is included.
- Vertical Split Body (60/40), Hopper, and Tailgate is included.
- A three Camera System (cameras/cables/monitor/welded, painted, mounting brackets) is included. Color cameras and flat screen monitors. Rear tailgate camera light to be LED type. Camera wiring connections to be at all body pivot points. Cameras to be Safety Vision.
- One amber strobe (LED type) located on tailgate is included.
- Backup floodlights (LED type) with activated in reverse and with separate on/off switch in cab are included.
- Second latch on hopper side door.
- Red indicator light for each tailgate in cab to indicate if tailgate is open.
- Clean-out tools included.

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- Body breaker bar to have retainer teeth (approx six teeth) to hold material from hopper cavity.
- Each Tailgate will have a separate cab indicator light to illustrate if tailgate is open.
- Both the Body valve and Arm will have a removable cover over the top to protect it from falling debris.
- Hopper side door to have a “buildup on lip to prevent debris from collecting there and also additional grab handles for easy access.
- Body to have two (2) backup floodlights with on/off switch inside cab.
- On the Joystick control the forward most button shall start the “pack” Operation.
- On the Joystick control, the hopper divider buttons for how it operates shall be swapped from standard setup.
- Throttle cut-out when brake is engaged has been deleted as requested.

Pricing is FOB California. All applicable taxes and DMV fees are additional.

We will be working with the truck supplier to allow for a smooth transition through Labrie’s’ plant and then onward to their final destination.

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Pricing for the Mack or Peterbilt chassis with Labrie body is as follows:

Chassis/Labrie Automizer Split Body.....	\$ 436,413.00
12% FET.....	\$ exempt
Sales Tax (8.75%).....	\$ 40,812.00
Estimated DMV fees.....	\$ exempt
Total cost per unit.....	\$ 507,224.00
each	

Once again, we appreciate the opportunity to supply this proposal for your city and look forward to providing you with a smooth and businesslike transaction with Arata Equipment Company.

Sincerely:

David L. Fall
Sales Representative