



GREG DUDEK

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TO: City of Delray Beach
434 south Swinton Ave
Delray Beach, FL

DATE: April 26, 2017

ATTN: Kevin Rumell

Reference: Florida Sheriff's Contract Pricing

Kevin,

There are currently two contracts available in state of Florida for the purchase of construction equipment for governmental agencies.

The first is the Florida Sheriff's Contract with a pricing date of October 1 2016.
The second is the state of Florida Contract with a current pricing date of January 5, 2015 with current list prices as of January 2017. This pricing will be higher.

The Sheriffs contract has the lowest available pricing due to volume of machines purchased through it and the one almost all of your surrounding Citys and agencies use.

Recent activity for Nortrax in your surrounding area in the past 6-12 months are the following units sold or delivered similar to what you are purchasing using the Sheriff's Contract.

City of Pompano Beach-3 John Deere 410L's
City of Sebastian- John Deere 410L
City of Fort Lauderdale-John Deere 410L, John Deere 310L, 135G
Solid Waste Authority of Palm Beach-710L, 2-744K's, 2-245G's, 260E, 850K
Palm Beach County-Bomag BW90AD
Deerfield Beach-John Deere 310SL
Indian Trail-2 John Deere 310SL's

Sincerely,

Greg Dudek
Governmental Sales Manager
West Palm Beach