



PROPOSAL KIT SAMPLE

Heavy Equipment Leasing Sample Proposal

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Judd Fabriola
Project Manager
Back2B4 Restoration
2055 N. 64th Ave.
Boulder, CO 80304

Dear Mr. Fabriola,

Congratulations on winning the bid for the Elkhead Mine Remediation Project.

We have studied your project description and recent request for heavy equipment leasing information, and we think you'll be pleased with the contents of this proposal.

We have the equipment you'll need to accomplish the site remediation, and we are prepared to work out a very affordable lease arrangement with you. You'll be pleased to know that all our leasing contracts include our award-winning equipment protection plan.

The prices quoted in this proposal are good for six months.

We look forward to hearing from you soon.

Sincerely,

Sue Zorich
Leasing Manager
IronClad Equipment, Inc.
970-555-5523
zorich@ironcladequipment.com
www.IroncladEquipment.com



QUOTE

Two-Year Lease of Heavy Equipment to Back2B4 Restoration Company for Elkhead Mine Remediation Project

Prepared for: Judd Fabriola
Project Manager

Prepared by: Sue Zorich
Leasing Manager





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INTRODUCTION

Back2B4 Restoration has indicated that the Elkhead Mine Remediation Project should take approximately two years to complete.

The project includes removal of contaminated mine tailings and transport of those to a site down the mountain where they will be buried. This type of activity requires excavators, loaders, and dump trucks.

The remediation also calls for removal of all mine shaft entry portals, with entry tunnels to be filled as needed for safety. This type of activity is likely to require an excavator with a grapple or specialized attachment, as well as a dozer and a loader.

Finally, the project requires restoration of landforms to blend in with surrounding natural scenery. This will require dozers for the most part, but may also require usage of excavators to re-route water courses as needed.

In accordance with our understanding of the requirements of the Elkhead Mine Remediation Project, we have developed this proposal, which recommends the leasing of an excavator, a dozer, a track loader, and at least two dump trucks. Multiple attachments can be used on the excavator, dozer, and track loaders for maximum efficiency and economy.

We look forward to partnering with Back2B4 Restoration to accomplish this project to protect the environment and restore the natural beauty of our beloved Rocky Mountains.





HEAVY EQUIPMENT

Based on the project goals you provided to us, we believe that the mine remediation project will require at a minimum the following pieces of heavy equipment. You may wish to lease more than one of each type.

Excavator

Based on the amounts of rock and earth you need to move, we recommend our 326F 26-ton hydraulic excavator, which can be used with either a standard boom or a super-long-reach boom, which can stretch up to 60 feet for use on your steep reclamation site. A wide range of buckets, grapples, and pulverizers can also be used with this flexible, efficient excavator.

Dozer

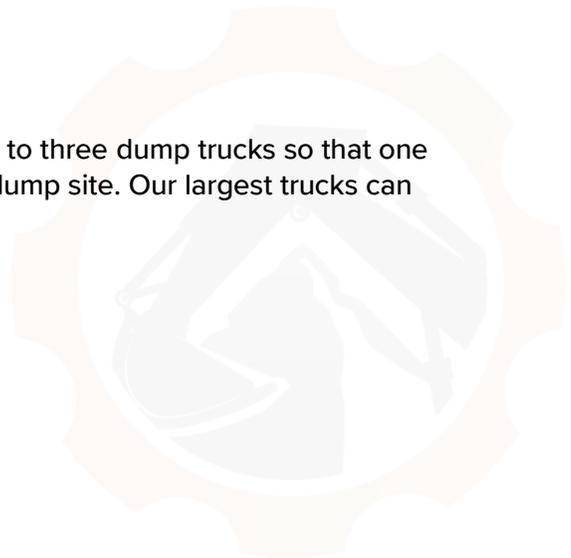
Our D9T Dozer would be perfect for your job. It provides maximum stability and maneuverability, and is a versatile workhorse, with eight possible blade configurations. Twelve lights allow for safe operation during hours of darkness.

Track loader

Our 972D Track Loader can handle up to 4.2 cubic yards, making quick work of loading dump trucks. It can be combined with several different buckets and also use a ripper to work in tandem with the excavator or dozer as needed. Built in electronic sensors adjust for load weight and positioning.

Dump truck

For efficiency, we recommend that you lease two to three dump trucks so that one can be loaded while others are en route to your dump site. Our largest trucks can haul up to 24 yards.





ATTACHMENTS

The following attachments are recommended:

▶ **Attachments for the excavator**

We recommend the following attachments for the excavator: hydraulic thumbs, contractors grapples, severe heavy duty buckets, and a hydraulic hammer.

▶ **Attachments for the dozer**

Hi-capacity universal blades are a must for your project. We also recommend a single shank ripper attachment for maximum versatility.

▶ **Attachments for the track loader**

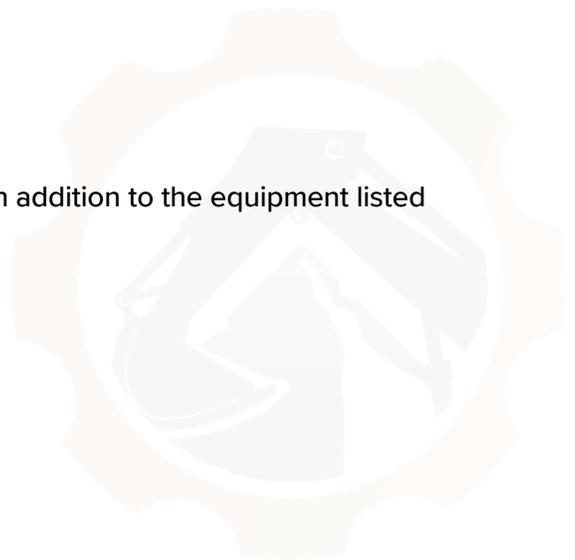
We recommend a multipurpose bucket in addition to a general purpose bucket. A multi-shank parallelogram ripper might also be useful, allowing the track loader to function like a dozer as needed and aid in loosening soil and rock for excavation.

▶ **Accessory light packages for excavator and track loader**

The dozer comes with twelve lights attached. The excavator and track loader are supplied with basic lights for driving. For safety and maximum efficiency, we recommend the accessory light packages to extend working hours for all pieces of equipment.

Notes

We offer many additional specialty attachments in addition to the equipment listed above.





SERVICE AREA

IronClad Equipment, Inc. delivers and services heavy equipment for a variety of projects in the following area:

▶ **Southwestern Colorado**

Your project is located in southwestern Colorado, which is within our regularly serviced area.

▶ **Southeastern Utah**

IronClad Equipment, Inc. can also deliver and service many parts of southeastern Utah.

▶ **Northeastern Arizona**

IronClad Equipment, Inc. sells and services equipment in the mining communities of northeastern Arizona.

▶ **Northwestern New Mexico**

IronClad Equipment, Inc. is one of the few companies that extend service into sparsely populated northwestern New Mexico.

▶ **Other areas by special request**

IronClad Equipment, Inc. can extend our service area beyond our routine service areas. If you need a part, a piece of equipment, or service in another area, just ask. If we cannot fulfill your needs, odds are that our business partners can.

Summary

Although IronClad Equipment, Inc. specializes in supplying and servicing heavy equipment in the Four Corners area of the United States, we also have experience in moving and servicing equipment around the country, and even around the globe.





DELIVERY DETAILS

After agreeing on start and end dates for the leased equipment, IronClad Equipment, Inc. will deliver and pick up all pieces of equipment.

Description of Shipment

Each piece of heavy equipment will be delivered on a separate flatbed trailer. Attachments for different machines may be combined in separate shipments.

Shipping From

IronClad Equipment, Inc.'s storage yard in Durango, CO.

Shipping To

The base of Elkhead Mountain, near the project site.

Costs

Costs of delivery and pickup are included in each leasing contract. IronClad Equipment, Inc. is responsible for all equipment before delivery and after pickup.

Additional Notes

Due to the poor condition of the road up Elkhead Mountain to the mine remediation site, delivery will be made to the campground area at the bottom of the mountain, where there is a large gravel parking lot we can use for offloading and turnaround. Should the road be improved before delivery of machinery, Back2B4 Restoration may inform IronClad Equipment, Inc. of such improvements and determine if delivery to the job site can be accomplished.

Delivery Type

Standard trailer delivery. IronClad Equipment, Inc. to be responsible for offloading equipment and demonstrating usage as needed. Back2B4 Restoration's driver(s) for each piece of equipment should be on hand at delivery to receive instructions from IronClad Equipment, Inc. personnel.

Anticipated Delivery Date

TBD.



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