1. 2 EA. BOOM MOWERS -- FLEET MANAGEMENT/PUBLIC WORKS
FUNDING -- BOOM MOWER
(Request sent to 51 vendors)

RFP #19-0039  S/C #8000151848

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<tr>
<th>Make/Model</th>
<th>Order cut off date</th>
<th>Estimated delivery date</th>
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<tr>
<td>Mower Max Boom Mower</td>
<td>180 Days from award</td>
<td>90-120 Days ARO</td>
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<td>Alamo Group 1X</td>
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<tr>
<td>Alamo Industrial Mantis 4142 - 30ft. Boom</td>
<td>None given</td>
<td>90 Days ARO</td>
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<td>Chambers American Products, Inc.</td>
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<td>ATMAX Equipment Co.</td>
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<td>Andover Lawn Equipment</td>
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<td>Blue Valley Supply</td>
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<td>Dauer Implement Company, Inc.</td>
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<td>J &amp; H Farm Equipment, Inc.</td>
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<td>Maximum Outdoor Power Equipment</td>
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<td>Oxford Saw &amp; Mower Sales &amp; Service</td>
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<td>Rental Ranch</td>
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<td>Trailers N Moore, LLC</td>
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<td>Walker Distributing Co.</td>
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This item was originally brought to the Board of Bids and Contracts on August 15, 2019. At that meeting a few questions arose that resulted in this item being deferred. We have since provided answers to your questions for review. We are now ready to make the following recommendation.

On the recommendation of Britt Rosencutter, on behalf of Fleet Management and Public Works, Angela Caudillo moved to accept the proposal from ATMAX Equipment Co. in the amount of $365,692.00. Ellen House seconded the motion. The motion passed unanimously.

A review committee consisting of Penny Poland - Fleet Management; Jon Medlam and Robert Austin - Public Works; Brian Richey - Sedgwick County Fire District #1; and Britt Rosencutter - Purchasing evaluated all proposals based on the selection criteria outlined in the RFP. The decision to choose ATMAX Equipment Co. was reached unanimously.

Chambers American Products, Inc. did not meet the specifications for the main and outer boom construction, and the counterweight was under weight by 650 lbs.

Sedgwick County currently has two tractor/boom mower combination units that are due for replacement. There are numerous places on the county road and bridge system where standard tractor mowers can’t safely be used to cut vegetation. This often occurs around bridges and culverts, behind guard rails, in wet areas or where the ditch slope is too steep. These machines are also used to trim back hedge rows that overhang the roads. Recently, county crews used a boom mower to cut back cattails and vegetation in a swampy area at the south end of McConnell AFB to assist with their bird strike reduction program. Standard mowing equipment was unable to access this area.

The new replacement machines are purpose built as boom mowers. The mower is integrated with the chassis specifically for this purpose which increases stability, safety, operability and reliability. The machines will continue to be shared by the 4 maintenance yards.

Note:
1213 2008 New Holland Z8BD21277 Points 15.9
1214 2008 Alamo Z8BD21231 Points 16.2

These are replacement mowers. Surplus will be sold on PurpleWave.
Questions and Answers
8/29/2019

Russell Leeds: Do we have any questions from the Board?

Randy Bargdill: I know that I wasn’t here the last time and I believe Ellen House wasn’t either. From the minutes you’ve provided some answers for review, could I get a summary? I didn’t get that information.

Britt Rosencutter: I have the e-mail from Joe Thomas. Would you like me to read the entire thing?

Randy Bargdill: You can summarize it.

Britt Rosencutter: This is to the Bid Board members. We would like to provide follow-up information regarding questions that arose in the recommendation for 2 each Boom Mowers, first presented on August 15th.

The recommendation to award to ATMAX Equipment Co. was contested by Mr. Steve Guhr from the Alamo Group TX. The primary focus of concern that he presented was regarding how any warranty or repair work would be done by the recommended vendor, ATMAX. Mr. Guhr stated that they had no local dealership representation to support them.

We reached out to ATMAX to confirm their commitment to providing proper coverage for warrantable repairs without Sedgwick County incurring any costs for service. Also, to address the issue of level of service to be provided, especially if they did not have any local dealer support.

We received a letter signed by the President of ATMAX, Timothy Ward, addressing these concerns and reaffirming their stated commitment to address any future warrantable issues and detailing the levels of support that they would provide. We have attached a copy of that letter for your review.

Also, Mr. Guhr made the comment that the recommended ATMAX mower did not meet the required specification for horsepower (HP) as stated in our RFP, which was request at a minimum of 130 HP. We have also attached a copy of the specification sheet showing under 2.0 POWERTRAIN and ENGINE – Item 2.01 showing a minimum horsepower of 130 HP Turbo Diesel Engine.

Purchasing and the requesting departments (Fleet and Public Works) plan on bringing to the Bid Board on Thursday, August 29th the recommendation of award for Boom Mowers and hope that this information sufficiently addresses the questions and concerns raised earlier.

Randy Bargdill: Thank you.

Russell Leeds: With that are there anymore questions from the Board regarding this item? Seeing none, do I have a motion on this item?

Questions and Answers
8/15/2019 Discussion:

Russell Leeds: Thank you. I understand we have a representative from one of the 3 bidding vendors present. We will first take questions from the Board and then we will provide an opportunity for public comment following that. At this time do we have any questions from the Board on this item? Do we have somebody that can speak to specifications for this product?

Penny Poland: Good morning, Penny Poland from Fleet Management.

Russell Leeds: Penny, could you explain how the specifications were set for these? Were these general that potential, more than one potential vendor could meet?

Penny Poland: Yes, sir.

Russell Leeds: Who was it that created those specifications?

Penny Poland: Public Works.


Penny Poland: And working with Fleet Management.

Russell Leeds: Okay.

Penny Poland: It was based on research. They attended some demos in the beginning just to see what our needs were.

Russell Leeds: So to the best of our knowledge there was no proprietary specifications, these were generalized specifications?

Penny Poland: Yes.
Steve Guhr: Good morning, I’m Steve Guhr, with Alamo Group TX. I would like to go over a couple things I’d like to say about the bid itself. Starting out with the criteria that was written, you have in there some bullet points, the overall warranty, the price, the specifications that were evaluation criteria that was used to determine the best overall product. For the overall warranty side of it, it’s all well and fine until you need to use that and from what I have found and what I’ve discovered from looking online is that you don’t have a servicing dealer for the product you’ve chosen in the State of Kansas or in Sedgwick County. What I did was I went on line and looked and the closest servicing dealer is 600 miles away. So with that being said, I actually called them yesterday. They’re actually a dealer of ours, it’s Lansdowne Moody. I visited with them a little bit on what a service call would cost.

First of all I also want to stress is what you get in a warranty is you pay for that when you get a piece of equipment to the facility. They don’t provide transportation to and from so you have to keep that in mind. So what they charge, I want to point this out because you don’t have someone local. So if you want to have a warranty performed on a piece of equipment that doesn’t have a locally servicing dealer you will end up spending, according to Lansdowne Moody they charge $2.00 per mile round trip, so at 600 miles you’re looking at $2,460.00. Plus, they charge $95.00 per man hour from the time they leave to when they get there. So that’s $2,090.00, so just in travel cost in a trip that’s $4,550.00 to Sedgwick County.

Let’s take that into consideration if you got 2 machines and you have 2 warranties maybe 4 warranties in a year, all of a sudden your cost is up there where our price point is on our machine. Now where I’m going with this is, we’ve been a partner with Prairieland Partners for about 10 years. Prairieland Partners is obviously Sedgwick County and Wichita. They’ve been a dealer with us for many, many years. So you’ve got a local dealer in town. So I wanted to bring that up and I would also like to bring up the price part of it. It’s not the about the lowest dollar paid up front but rather what is the overall cost of the ownership of its lifetime.

With the Mantis 4142 our engineers designed it to accept all attachments. They also designed it to accept universal skid steer attachments. So later on if you needed to add a trencher or a rock crusher just about anything you can connect to a skid steer you can mount to a Mantis. With a Mantis, Sedgwick County is not just purchasing a replacement for their boom mowers but rather a piece of equipment for later down the road.

I also wanted to point out on the competitor’s website their specifications and the specification sheet that was sent out with the bid according to the manufacturer’s website their engine’s horsepower shows 99 horsepower where the engine specification requirement was 130. So there was a deviation that didn’t meet specifications. Our engine is 142 gross horsepower, so we exceeded that expectation.

I also wanted to make one or two points. That is that if you have a local dealer that has been authorized by the manufacturer, again Prairieland Partners. They’re spending their tax dollars here. They’re buying at Jim’s Foodliner. They’re buying at Leeker’s. I myself live in Valley Center. My kids go to Valley Center Schools. So this bid is important to me because of that. I would like you to at least consider some of that when you make your decision. If this is a decision that can wait because of time frame because it’s going to be 90-120 day before they can and we can deliver, which means it’s going to put it into the winter time anyway. If the county can wait until September, we have a demo set up in the State of Kansas on our machine and I would like to have them come as well and for them to know they’re making the right decision for the county. I’ve got copies of this as well if you would like to have them.

Russell Leeds: If you will provide it to the department. Thank you, sir. We will bring it back to the Board at this time. Does the Board have any follow-up questions?

Tim Myers: On the proposal, did we have that the horsepower had to be 130 on the spec?

Penny Poland: The minimum requirements were 130 horsepower. We did confirm with ATMAX their website was not updated. They sent us an updated specification and they do meet spec at 130 horsepower. In regards to the warranty work we did do customer surveys who already have the Mower Max model and they said that Mower Max would send someone out. They would fly them out to do the warranty work and that they were quick to address those problems. It is our understanding that it would be at their cost.

Steve Guhr: (inaudible)

Michael Fessinger: Sir, its Bid Board opportunity to question now.

Russell Leeds: Other questions from the Board?

Linda Kizzare: Does that ATMAX mower also offer the different options that this gentlemen mentioned for the different attachments that can go on it? I mean, if at some point and time if we needed to buy attachments to perform other job types does the other one offer that also?

Penny Poland: I don’t so, but we can ask Public Works to see if that would be something that they would need in the future.

Jim Weber: As you know we recently purchased a Jim Weber, Public Works. We have other equipment that does those things. The bid for this other piece of equipment is already quite a bit higher than the one that is recommended. We would be buying more attachments, which we don’t intend to do. I think we have what we need. I mean, that might be beneficial if that’s what you’re looking for, but we’re looking for a purpose built boom mower to do this specific job.

Russell Leeds: Penny, I do have a question for you on warranty. Have we confirmed with ATMAX how they would manage the warranty and whether it would be at their cost if they would fly a tech in to do the work?

Penny Poland: Yes.
Russell Leeds: Okay. Other questions from the Board?

Angela Caudillo: On the warranty, could you talk about for whatever the period of warranty is that equipment, what is the typical warranty repair frequency during the warranty period?

Penny Poland: Just depends on the type of equipment and the severity of the use. I wouldn’t think we would have too many repairs during the warranty time. It just depends on the equipment.

Angela Caudillo: Do we know what it looked like for the equipment that we’re replacing?

Penny Poland: What kind of warranty work?

Angela Caudillo: During that time frame, just to get an idea.

Penny Poland: I don’t have that information with me.

Jim Weber: Jim Weber again. I just want to clarify what we’re using now is a standard agricultural tractor, which there are plenty of dealers around for warranty work has not been a problem for the tractors. Then you attach a boom mower to that it’s kind of to that a whole other piece of equipment under mounted thing. That’s a whole separate piece of equipment, so this is a combination of the two. They come in and out together and so it is a totally different piece of equipment. This piece of equipment that we’re trying to buy the chassis, everything is built with this one purpose in mind. It’s all integrated and we think it will be a much better machine than what we’ve been using. The tractors honestly you can get them as heavy as you want them. You can get them to do as much as you want, but they’re built to drag things around. Right! We’re taking this boom, this one is a 30 foot spec boom hanging off to the side. So the counter balance is important to keep your balance and that puts a lot of twisting on the full chassis of the tractor. So this is a move we’re trying to make, I would say this should be considerably more reliable for us than what we’ve been using. Really his machine is too. Any machine that is built for this purpose. I did not sit in on the evaluation of the equipment. I trust them.

Jim Weber: I guess to me there is a pretty big price jump to get from one to the other. I would love that Prairieland Partners would represent the ATMAX machine, so that we could deal with somebody in town. But they don’t, so.

Linda Kizzire: Jim, stay there for just a minute. Did you go to any demos on any of these before you decided on the ATMAX?

Jim Weber: I can’t address that completely. But I do know that our people do go to various conferences and they do see this equipment not necessarily run, but they do see this equipment.

Russell Leeds: Do we have any further discussion from the Board? Do we have a motion on this item?

Jim Weber: If I could just say, this is a big price gap and we’ve had you get bogged down in smaller price gaps. This is not even close, so I just wanted to point that out.

Russell Leeds: Does the Board want to make a motion to accept or does the Board have other questions they need or would like to have answered? It appears that the Board isn’t certain at this point.

Linda Kizzire: Rusty, I think we might just table this until we’ve got a chance to do a little more homework/research/validation. I know it’s important that Public Works has good equipment that works well and does the job it needs to do. I’m wondering if we maybe need to have a demo and actually see what it does. Making sure the wheel base is wide enough, making sure that everything balances. I know Jim, you know I worked down there for a long time. I know how dangerous some of those mowers can be and worrying about them tipping over. So I understand the importance of safety and I understand the importance of getting the equipment that you want and that you need. I just have a few more reservations. I mean, it’s been a long time since I’ve worked down there, like a 100 years.

Jim Weber: I just want to go back to the verbiage that’s in your report and point out that the deficiencies are with the counter weight being too light and the outer boom construction, which is the other part that is hanging out. There may be others but these are the things that the evaluation team has pointed out.

Russell Leeds: That was on the Chambers product.

Joseph Thomas: Yes. Based on that it wasn’t under but the specifications of Alamo were over what was specified.

Russell Leeds: Penny.

Penny Poland: I would like to point out on the bid response from Alamo, where he did not meet, he did not put an explanation, so therefore we did not know why he did not meet.
Russell Leeds: Well, ultimately the lowest or the best bid, our review team has gone through the details of each proposal and they’re indicating that based on specs set forth in the proposal and evaluating each objectively they believe that ATMAX is the best bid. If we take into account their expertise with the product that is something we need to consider. Some issues have been raised largely to do with warranty and the location of a dealership who can provide service. Go ahead, Joe.

Joseph Thomas: If I may interrupt. We’ve had some complaints in the past on some of our specifications whether they were over spec’d or under spec’d or whatever. So we’ve started a new program. We’ve tried it before especially with this one, we had a pre-proposal meeting, which allowed these vendors or dealers to come in, look at the specifications, and we discuss it publically. Also, the other outlet for them is that they could ask a question that would show up in an addendum or they could say this is too tight or to low whatever. Those types of questions, that’s why we had that type of meeting, so that they could be addressed prior to, because our ultimate objective is to get the best product for the budgeted price we have. So that’s an added feature we have that we now do, especially with this type of equipment.

Russell Leeds: At this moment do we have a motion to table this? Do we have a second?

Tim Myers: Second.

Russell Leeds: We have a motion and a second to table this item and ask for additional information from Purchasing on this item. Any further discussion from the Board? Seeing none, please call the vote.

Tim Myer: Yes
Linda Kizzire: Yes
Jennifer Donbaugh: Yes
Angela Caudillo: No
Russell Leeds: No

Russell Leeds: So that item will be tabled and seek additional information. Thank you.
August 16, 2019

Joseph Thomas
Seckgwick County Purchasing
525 N. Main, Suite 823
Wichita KS 67203

Mr. Thomas,

Thank you again for the opportunity and we will be glad to address the concerns that came up yesterday in the Board of Bids & Contracts meeting.

First of all, I would like to tell you a bit of history of ATMAX Equipment Co. and the MowerMax. ATMAX Equipment was founded in 2001 and has been making self-propelled, purpose built industrial mowers since 2012. Also, in 2015, we were the first manufacturer in the Western Hemisphere to develop and manufacture a self-propelled, purpose built boom mower. Therefore, MowerMax is the original purpose built boom mower.

By the end of 2019, we will have MowerMax Boom mowers in service from Brownsville TX, to Jefferson Co MO, to Toledo OH and all throughout the southeast. Some of these include Ohio DOT, Alabama DOT, South Carolina DOT, Fort Benning and Atlanta Hartsfield International Airport.

We have sold these mowers directly to the end user except where we have dealers in AL, LA and in TX. Mostly these customers are serviced with our Factory Trained Technicians even in dealership territories.

ATMAX Equipment Co. is dedicated to the service and warranty of our MowerMax Boom Mowers. We feel this is the best way to cultivate new business as well as retaining current and repeat customers. Our intent is to provide a quality product and exceptional service. When issues arise and service is needed, it is our utmost priority to have our machines back on the job as quickly as possible.

We feel that we can be more responsive and provide better service with our Factory Trained Technicians who work solely on our machine. It also gives our technician an opportunity to train your personnel onsite for the after warranty period.

We still rely on dealers in areas and are always looking for dealers to promote and service our machine. In our 18 years in business, we and our customers have also been let down by dealers. Dealers generally service and sell many brands and sometimes get overwhelmed, especially during the peak mowing season.
Our Factory Trained Technicians are focused solely on our product and all our customers. Our immediate response to any issue will always be to communicate via phone or email to diagnose and repair quickly. We want to see if our Factory Trained Technician can walk your personnel through the issue to get the machine back in service as quickly as possible. We have always tried to build a non-proprietary machine that requires no special tools for a repair.

If this step is not successful then we immediately move on to additional service. A second step will be our Factory Trained Technician deciding if parts are needed. All parts are readily available in Tampa, FL. If needed, parts will be shipped to your location. At that time, we will determine who will make the repair depending on your willingness and the severity of a service call.

The final step will be our Factory Trained Technician to drive or fly for an onsite repair, depending on the severity and need. ATMAX Equipment Co. will pay for all repairs, parts, service and technician travel for any warrantable issues during the warranty period. There is an available technician close to Chattanooga, TN and also two in FL. We have 3 service trucks completely stocked with the parts and tools necessary for repairs. We also have personnel at the Factory in Tampa, FL that are ready to travel as needed.

Additionally, there is a Cummins Certified Service Center located in Wichita, Kansas that would support any potential engine issues.

I hope this explanation will answer all your questions and alleviate your concerns. Please let us know if you need any additional information.

Sincerely,

[Signature]

Timothy B. Ward
President
# 2019 Tier IV – 22’, 24’, 26’ & 30’ Boom Mower Specifications

## 1.0 INTENT

1.0.1 The intent of this specification is to provide for the purchase of a self-contained, purpose built boom mower with a primary focus on operator safety.

## 2.0 POWERTRAIN AND ENGINE

2.0.1 Minimum Horsepower of 130HP Turbo Diesel Engine. Preference given to Tier IV Cummins Diesel.

2.0.2 The engine coolant and hydraulic oil will be cooled by a remote, horizontally mounted, heavy duty side by side radiator/CAC/oil cooler.

2.0.3 The radiator will have a custom, 21” diameter fan driven by a heavy-duty gear motor with case drain and pressure relief/anti-cavitation valve with an optional operator controlled reversing valve to cleanout radiator.

2.0.4 Two (2) heavy duty Dana/Comer axles with full time 4 wheel drive and 4 wheel steering with 3 steering modes: Four Wheel, Front, and Crab.

2.0.5 Engine Battery will be located conveniently in the front of the machine for easy access with a locking door.

2.0.6 Front axle will have automatic, 45% limited slip differential and rear axle will have 100% operator controlled locking differential.

2.0.7 Unit will have a 2-speed transmission with 0-6 MPH work mode, 0-20 MPH travel mode. 25mph optional.

2.0.8 Drive Axle Pump is to be heavy duty hydrostatic, closed loop piston pump with charge pump filter.

2.0.9 Braking will be accomplished via hydrostatic braking as well as a secondary foot-controlled service brake. Parking brake will be electric over hydraulic with an integrated seat belt safety switch.

2.10 Standard tires will be 22 ply, 550/45-22.5 floatation tires with Chevron tread or 460/70R24 with Multiuse tread.

## 3.0 BOOM FEATURES & MOWING

3.0.1 Main boom is to be 6” X 6” X 1/4” wall structural tubing conforming to ASTM A-500 Gr. B (50,000 PSI minimum tension).

3.0.2 Main boom will be lifted by a 6 inch bore cylinder with a 2.5 inch diameter rod.

3.0.3 Outer boom is to be 8 inch X 4 inch X 3/4 inch wall structural tubing conforming to ASTM A-500 Gr. B (58,000 PSI minimum tension).

3.0.4 Outer Boom will be lifted by a 5 inch bore cylinder with a 2.0 inch diameter rod.

3.0.5 Main pivot pins shall be constructed of 1.5 inch AISI 4140 steel.

3.0.6 Each pin is to be supported by a pair of 2 inch wide hardened steel, greaseable Conex® bushings.

3.0.7 Standard boom functions will include horizontal swing, vertical lift, dipper reach, mower head tilt and mower head door open/close.

3.0.8 All boom functions as well as axle stabilizer system must be controlled by the operator’s right hand and the joystick.

3.0.9 Boom must swing hydraulically a minimum of 175 degrees with a rotary actuator with dual cross port reliefs and an accumulator for system protection.

3.10 Boom mower deck lift will be lifted by a 3 inch bore cylinder with a 1.75 inch diameter rod. The cylinder will also have an integrated counter balance holding valve.

3.11 The mower blades will be powered by a closed-loop, hydrostatic piston pump with charge pump filler and a bent axis piston motor with maximum pressures capable of 4900psi. This system should have approximately 87% hydraulic efficiency.

3.12 The standard 60in rotary deck frame will be made of a minimum of 1/4 steel plate and have a 1in thick blade bar with 5/8in dual double sided slinger blades.

3.13 The rotary deck will also have an optional 90 degree swivel option.

3.14 The boom arm travel cradle must come with a 2in ratchet strap to secure boom in the cradle to prevent accidental movement when in travel mode.

3.15 The main boom Hgcac mount weldment will be made of 3/8 inch and 5/8 inch A-36 steel and attached by a minimum of ten (10) grade 8 flange bolts with lock washers.
3.16 Primary counterweight will be custom, cast iron with a minimum of 3,400 pounds with integrated operator steps for easy access and be attached to the main frame with a minimum of nine (9), 1 inch grade 8 bolts.
3.17 Additional cast iron counterweights (Maximum of 2) are available of a minimum of 1,400 pounds each and be attached to the main frame with a minimum of four (4), 1 inch grade 8 bolts.

4.0 CAB AND OTHER FEATURES

4.01 Custom designed cab will be mounted in front of the engine and hydraulics for optimum operator visibility.
4.02 Cab will be certified for both ROPS - ISO 3471 and FOPS - ISO3449.
4.03 The right side of the cab, or the boom arm side, will feature a minimum of 1/4 inch Lexan with no vertical supports to hinder the visibility of the operator while operating the boom.
4.04 The steering wheel and column will have a full column tilt and telescoping features and must include a horn and steering knob.
4.05 The operator's seat will be a Grammer, cloth seat with 12-volt adjustable air ride, two armrests, tilt, lumbar support, an operator presence switch limiting joystick and transmission functions and a seatbelt with switch limiting the disengagement of the parking brake and mower PTO.
4.06 Must include Red Dot Air Conditioning, heat and front windshield wiper with washer as standard equipment.
4.07 Unit must include a minimum of three rear view mirrors: one mounted inside the cab, two additional mirrors mounted on the left and right outside the cab.
4.08 The engine gauge display will be at least a 7in diagonal, color monitor mounted on a double ball RAM mount for easy operator adjustment.
4.09 The A/C condenser must be mounted on the upper front of the cab for minimum clogging from dust and debris.
4.10 Unit must have (2) Class 1 LED Safety Strobe Lights and a 25in LED Directional Light Bar as well as 2 mini strobes mounted below front headlights. (Front Main Frame, aft Cab mount and Cab A/C Housing for light bar)
4.11 Unit must be equipment with a backup alarm, Slow Moving Vehicle diamond, head lights with LED daytime running lights, high & low beam, front and rear turn signals, brake and reverse lights.
4.12 Cab must come equipment with an audible and visible alarm for low hydraulic oil to alert operator of a hydraulic oil leak as well as high coolant temperature and low oil pressure.
4.13 Cab must come equipment with an AM/FM stereo with Bluetooth. And have as option a backup camera.
4.14 Unit will come equipped with two locking tools boxes mounted on the side of the machine.
4.15 The MIM booms have optional universal attachment plate mounted forward on tractor for multiple uses.