

Cost Analysis for purchasing off of the Sourcewell Cooperative Contract No. 032119-CAT for 170 HP Crawler Dozer with Variable Angle/pitch & Tilt Blade

Use of the competitively let Sourcewell Cooperative Agreement No. 032119-CAT will allow for a reduction in the purchase of the following:

Description	Market/List Price	Sourcewell CA Price (including warranty, setup and delivery)	Local Yancey Discount	Total Cost	Savings
Crawler Dozer with 170 hp and Powershift Transmission	\$562,460.00	\$503,869.80	\$34,568.80	\$469,301.00	\$158,310.00

Notes:

1. There is a total savings of both the Sourcewell Coop. discount as well as an extra local Yancey discount amounting to a savings of \$158,310.00. The Sourcewell discount off the list price of the machine itself is: \$123,741.20 making the actual cost of the unit \$438,718.80. There is an additional Yancey local discount of \$34,568.80. The warranty itself costs \$65,151.00 making the total price \$469,301.00 which is less than the market price of the base unit alone.
2. Historically there have only been 2-3 local vendors that could provide this specialized equipment and Yancey Brothers is among the dealers that have been awarded as the lowest, responsive and responsible bidder.