



02/14/2017

Quote #: astevens-1280

Larry Traweek  
Brown County Prec 4  
200 South Broadway  
Brownwood, TX 76801

Dear Larry Traweek:

We are pleased to quote the following for your consideration:

**KOMATSU WA320-8 2017 model w/ 0 hours, Factory Oder**

The following Factory and Dealer Options are included in the package:

- WA320-8
- RUBBER TIRE WHEEL LOADER
- KOMATSU SAA6D107-3 TIER 4 FINAL ENGINE
- 20.5-R25 XHA L3 MICHELIN TIRES
- STANDARD BOOM
- STANDARD BUCKET CYLINDERS
- 3RD SPOOL HYD VALVE
- STANDARD & ADDITIONAL COUNTERWEIGHT
- STANDARD ENGINE INTAKE
- QUICK COUPLER
- 3.25 CY GP QUICK ATTACH BUCKET W/BOCE
- KOMATSU KOMTRAX- WIRLESS SATELLITE MAINTENANCE REPORTING SYSTEM

**To be purchased through the BuyBoard Cooperative.**

Contract # 515-16; Contract price is \$245,219.00;

Less contract discount of 28% (-\$68,661.00);

Less PB discount -\$28,695.00;

New net selling price is \$147,863

**Price Complete: \$147,863**

- 48 month lease @ 4 annual payments = \$38,860.77 \*Repurchase = \$100,000\*
- 60 month lease @ 5 annual payments = \$31,694.69 \*Repurchase = \$92,500\*
- Completmentry Komatsu Care 3 yrs/3000 hrs = \$14,000 value
- Completmentry Komtrax for Life of Machine = \$6,500 value

**Ballon Payment Option**

Cost	#PMT's	Payment	Rate	Purchase Option
\$147,745	4 Annual	\$16,241.22	3.16%	\$100,000
\$147,745	5 Annual	\$15,356.25	3.29%	\$92,500
\$147,745	5 Annual	\$17,689.98	3.29%	\$80,000

**\*First payment due in one year\***

We believe the equipment as quoted will exceed your expectations. On behalf of Kirby-Smith Machinery, Inc., thank you for the opportunity to quote KOMATSU machinery.

Sincerely,  
ALLEN STEVENS  
Territory Manager  
325-692-6334  
325-514-0163  
astevens@kirby-smith.com

*\*Subject to all applicable taxes. This proposal is good for 30 days & subject to availability.\*\**

[www.kirby-smith.com](http://www.kirby-smith.com) | 888-861-0219

Oklahoma City \* Tulsa \* Dallas \* Fort Worth \* Abilene \* Amarillo \* Lubbock \* Odessa \* St. Louis \* Kansas City

March 6, 2017 (Exhibit #5)

## Komatsu CARE



**Our exclusive service program featuring complimentary factory scheduled maintenance. Imagine effective and efficient-running equipment at a lower cost of ownership for the first 3 years/2000 hours.**

As an Original Equipment Manufacturer, our commitment is to deliver durable parts and reliable service in a timely manner to ensure your machine's performance is never compromised.

### **Komatsu CARE comes standard on all eligible Tier 4 Construction Equipment**

When you own and operate a piece of Komatsu Tier 4 construction equipment, you can expect more than a high-tech, hard-working machine. You can also expect a strong commitment from Komatsu and your Komatsu distributor to deliver an ownership experience that's second to none. We call it Komatsu CARE — a complete service and advanced product support solution that Komatsu and our distributors provide to our customers for the life of the machine.

Komatsu CARE features our exclusive Complimentary Scheduled Maintenance program: Eligible Komatsu Tier 4 construction machine comes standard with factory scheduled maintenance for the first 3 years/2,000 hours. Complimentary Komatsu Diesel Particulate Filter exchange and SCR maintenance service for the first 5 years/9000 hours are also included under Komatsu CARE.

**An Industry Exclusive, with exclusive benefits**

Komatsu is the first construction equipment manufacturer offering this kind of complimentary maintenance program that adds value to your Tier 4 equipment investment. You can count on Komatsu CARE to:

- Lower your cost of ownership
- Improve equipment uptime and reliability
- Protect the value of your capital investment
- Ensure that proper maintenance is performed by factory-certified technicians with OEM parts
- Increase resale value with detailed maintenance records and transferable program benefits
- Ensure every new Komatsu Tier 4 construction machine is covered.

### **Continuous Maintenance Support**

All Komatsu machines come with KOMTRAX, our advanced remote monitoring data system that provides access to specific machine data via the internet.

KOMTRAX works with Komatsu CARE to notify you and your local Komatsu distributor when a machine is due for service. This helps keep equipment in peak operating condition and enables you to monitor and manage your fleet.

### **Eligible new Komatsu Tier 4 construction machines are covered**

The Komatsu CARE program covers all new eligible Komatsu Tier 4 construction equipment, whether rented, leased or purchased. For the first 3 years or 2,000 hours, whichever comes first, you'll receive:

- Regular service at 500, 1,000, 1,500 and 2,000-hour intervals and 250 hours if applicable.
- A 50-point inspection by factory-trained certified technicians at each scheduled interval
- Komatsu Dealer Support: Labor from factory-trained certified technicians.
- Komatsu Lubricants: our range of Komatsu Genuine Lubricants incorporates a specially formulated additive package which provides superior protection for Komatsu equipment.
- KOWA Oil sampling and analysis.

Service will be performed by an authorized Komatsu distributor and only Komatsu genuine fluids\* and OEM parts will be used.

#### **KOWA Oil Analysis: Komatsu Oil Wear Analysis (KOWA) Sampling**

- Monitors wear characteristics.
- Detection of trend changes.
- Detect contaminant problems by identifying deposits in your lubricants.

Komatsu CARE services are available from every authorized Komatsu distributor anywhere in the US and Canada.

\* Coolant exchanged at 24 months (if not expired by hours), air filters, belts, valve adjustments and accumulators are not covered under this program.

**Complimentary Komatsu Diesel Particulate Filter (KDPF) exchanges are included.**

Eligible Komatsu Tier 4 construction equipment comes with 2 complimentary KDPF exchange units for the first 5 years / unlimited hours. The suggested KDPF maintenance service intervals are at 4,500 hours and 9,000 hours.

- Exchanges can occur at regular planned service intervals or at 2 unplanned times (pre-authorization required)
- Lower cost of ownership
- No wait for cleaning means more uptime
- Removal and Installation performed by factory trained certified technicians to ensure the work is done to OEM standards.

**Complimentary Komatsu Selective Catalytic Reduction (SCR) System Maintenance is also included.**

Eligible Komatsu Tier 4 construction equipment comes with 2 complimentary SCR System maintenance services for the first 5 years / unlimited hours. The suggested SCR System maintenance service intervals are at 4,500 hours and 9,000 hours.

The goal of an SCR system is to reduce levels of nitrogen oxides (NOx) emitted from the engine that are harmful to our health and the environment. SCR treats exhaust gas downstream of the engine. Small quantities of diesel emission fluid (DEF) are injected into the exhaust stream and when mixed with the NOx, changes into a harmless nitrogen and water mixture.

**EXTENDED MAINTENANCE**

After Komatsu CARE Maintenance ends, an extended maintenance program can be added to continue servicing of your machine. See your local distributor for details.