

**ARKANSAS STATE HIGHWAY AND TRANSPORTATION DEPARTMENT**  
**ANALYSIS OF FY2016 RECOMMENDED AWARDS ON REPURCHASE TRACTOR BIDS**

Our objective is to maximize Repurchase Price and minimize Purchase Price. Low Bid or Low Bid Meeting Specifications is the baseline from which Best Deal is calculated, taking into account any premium in Purchase Price required to maximize Repurchase Price. Difference between Low Bid and Purchase Price is added to Difference between Purchase Price and Repurchase Price. Lowest "Comparison Price" results in the lowest net outlay and is the best deal for the Department.

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**H-16-242R 22 - 55 HP Wheel Tractors - FOB: Batesville**

	<u>Greenway Equipment, Inc.</u>	<u>Williams Equipment Co.</u>	<u>Capitol Equipment</u>
(1) Purchase Price	605,880.00	577,692.50	575,784.00
(2) Low Bid	575,784.00	575,784.00	575,784.00
(3) Difference From Low Bid (1) - (2)	30,096.00	1,908.50	0.00
(4) Repurchase Price	551,430.00	462,022.00	352,000.00
(5) Difference (1) - (4)	54,450.00	115,670.50	223,784.00
Comparison Price (3) + (5)	<b>84,546.00 #</b>	<b>117,579.00</b>	<b>223,784.00</b>

# Award to Greenway Equipment Inc. on basis of Best Interest of the Department.

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**H-16-243R 8 - 75 HP 4WD Wheel Tractors - FOB: Batesville**

	<u>Greenway Equipment, Inc.</u>	<u>Williams Equipment Co.</u>	<u>Capitol Equipment</u>
(1) Purchase Price	313,600.00	310,352.48	315,200.00
(2) Low Bid	310,352.48	310,352.48	310,352.48
(3) Difference From Low Bid (1) - (2)	3,247.52	0.00	4,847.52
(4) Repurchase Price	285,400.00	256,008.00	288,000.00
(5) Difference (1) - (4)	28,200.00	54,344.48	27,200.00
Comparison Price (3) + (5)	<b>31,447.52 #</b>	<b>54,344.48</b>	<b>32,047.52</b>

# Award to Greenway Equipment Inc. on basis of Best Interest of the Department.