

L & T, INC.

PO Box 1457
606 Reidsville Road
Lyons, GA 30436



QUOTE

Phone: 912-526-0626
Fax: 912-526-0627
E-mail: landtinc@bellsouth.net

TO: Cook County Airport
Jerry Connell

RE: QT M4000

Equipment

1 – QT POD M4000, Self Serve Fueling Terminal, 1 Hose Control, Ethernet Port	\$14,995.00
1 – Trade in of M3000 Parts	(\$ 1,995.00)
1 – DPR Relay Module for 2 nd Hose Position	\$ 450.00
1 – Cellular Kit	\$ 1,000.00
1 – Shipping	\$ 325.00
1 – Installation	<u>\$ 1,800.00</u>
Total	<u>\$16,575.00</u>

Scope:

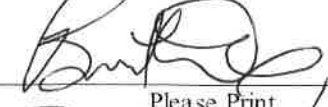
1. Disconnect and remove M3000 (Salvage required parts for trade-in credit).
2. Install and anchor new M4000 pedestal.
3. Connect electrical.
4. Program pedestal.
5. Test operation with QT Tech support.
6. Train owner on pedestal/software operation.

Customer Acceptance Date 1/8/20

Quoted by: Jeremy Joyner
L & T, Inc.

Company Name Cook County

Signature: Jeremy L. Joyner

Authorized Agent  Chairman

Date: September 3, 2019

Signature Brent Dixon

Terms: Net Due on Receipt on all interim and final billings unless otherwise stated. Prices valid for 30 days from date of quote.
We submit this quotation of our interpretation of your requirements, subject to the terms and conditions on this proposal. When accepted by Customer, this proposal will constitute a bona fide contract between Customer and Seller, subject to the approval of Sellers credit manager.

COOK COUNTY AIRPORT AUTHORITY

Called Meeting – January 8, 2020 – 2:00 p.m. - Airport

AGENDA

- 1. Call to Order**
- 2. Invocation**
- 3. Accept Minutes from previous meeting**
- 4. Runway Construction Update**
- 5. Fencing Design Update**
- 6. Hangar Update – Revenue, Waiting List, Expansion**
- 7. Gas Pump Issues and Replacement Request**
- 8. Adjourn**

**COOK COUNTY AIRPORT AUTHORITY
CALLED MEETING – WEDNESDAY, JANUARY 8, 2020
AIRPORT TERMINAL BUILDING**

Members Present: Brent Dixon, Chairman
David Fausett
Jerry Connell, Member
Ted Holt, Member
Dale Horn, Member

Visitors: None

Meeting was called to order at 1:58 p.m. by Chairman, Brent Dixon. David Fausett gave the Invocation.

The minutes of the July 31, 2019, called meeting were presented for adoption. **ON MOTION FROM TED HOLT AND SECOND FROM DALE HORNE, MINUTES OF JULY 31, 2019 WERE ACCEPTED WITH ALL IN FAVOR.**

Chairman Brent Dixon asked Jerry Connell to provide information on the following items:

- **Runway construction update:** On time and under budget. Savings of \$114,000 on filter fabric and grading work to be used for runway edge striping and shoulder rehabilitation on 5/23. Lighting to be started week of January 13. Project completion due March 16.
- **Fencing design update:** Passero Associates will have a preliminary perimeter fence design ready to review on January 16. GDOT providing funds for design and phase 1.
- **Hangar update – revenue, waiting list, expansion:** Hangar receipts for 2019 were \$58,615. There are 10 aircraft on the waiting list for hangars. Passero Associates are working on a proposal for 10 additional T-hangars.
- **Gas pump issues and replacement request:** Fuel account balance is \$32,094.53. Inventory – AVGAS = 2943 gals. JET A = 2400 gals. Jerry reported problems with the existing gas kiosk. A quote to replace the old M3000 kiosk with a new M4000 was reviewed. **ON MOTION FROM TED HOLT AND SECOND FROM DALE HORNE, THE QUOTE FROM L&T FOR PURCHASE AND INSTALLATION OF THE M4000 FUEL KIOSK WAS APPROVED WITH ALL IN FAVOR.**

ON MOTION FROM TED HOLT AND SECOND FROM DALE HORNE, THE MEETING WAS ADJOURNED AT 2:32 PM.



IMPORTANT NOTICE FOR ALL OPERATORS OF M3000 SELF-SERVE FUELING TERMINALS

January 17, 2020

Cook County Airport

Dear Customer,

Support for the QTpod M3000 Self-Serve Fueling Terminal will end on June 30, 2020.

Providing support for this unit is no longer feasible as replacement parts for the M3000 are no longer manufactured, supply is minimal, and in many cases, no longer available. Additionally, the 20-year-old technology of the M3000 is not compatible with current and emerging technology and infrastructure. Thus, we will no longer offer software updates, replacement parts, or technical support—including telephone technical support—for your M3000 Self-Serve Fueling Terminal. We are notifying you in advance of the end of support date so you can plan accordingly.

Over the last couple of years, QTpod has invested in the development of the M4000, a state of the art, internet-based, self-fueling terminal, in order to position our company to continue to meet and exceed our customer's expectations. In fact, hundreds of customers are now proud owners of the M4000, winner of *Ground Support Worldwide's* 2018 Product of the Year.

In order to help you and other customers upgrade, we are pleased to announce that from **now until June 30, 2020, you can receive up to \$1,995 off the M4000**, when you return certain parts from your M3000 unit and purchase the M4000 along with an annual software subscription.

The M4000 leverages state of the art, award-winning, cloud-based software and has an easy to read display that is viewable in any light condition. The annual software subscription ensures your unit always operates with the most current software and security updates, maintaining all the new feature functionality of the M4000. In short, the M4000 has literally redefined Self-Serve Fueling operations, incorporating the latest technology for end to end, operational ease that can evolve over time with technology in order to meet or exceed security requirements. The M4000 is more powerful, modern, and stylish than ever before-and operational costs are considerably less long-term.

Switching over to the M4000 can provide significant, long-term operational cost savings:

- Cellular, Ethernet, and WI-FI enabled for effortless, cost-effective card processing.
- M4000 Unit access anytime and anywhere from Siteminder, reducing labor needs and improving operations.
- Automatic, cloud-based software updates, requiring fewer site visits and decreased maintenance costs.

For your convenience, I have included a flyer with additional information on the M4000 and the cloud-based software subscription.



IMPORTANT NOTICE FOR ALL OPERATORS OF M3000 SELF-SERVE FUELING TERMINALS

Discontinued M3000

"NEW" M4000

Self-Serve Fuel Terminal

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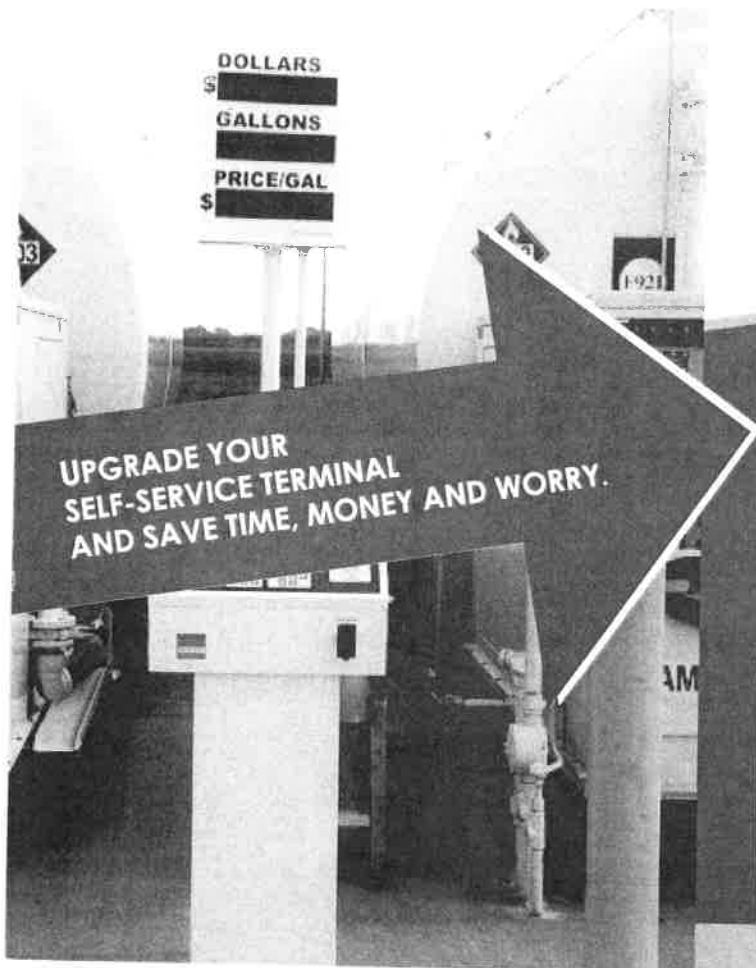
Self-Serve Fuel Terminal



If you have questions regarding this notice or would like more information regarding the M4000 special discount for M3000 owners, please call 303.962.3413 or email: Sales@QTpod.com.

Sincerely,

Matt Duncan
General Manager



Next Generation
in Self-Service
Fueling is Here!



UNIT FEATURES:

- Cellular, Ethernet & Wi-Fi Capable for Card Processing
- Web-Based Software Application - Access from Any Device
- Controls Up to 8 Pumps
- Large Sunlight Readable Display With Auto-Dimming
- Back-lit Capacitive Touch Keypads
- Real-Time Transaction Reconciliation
- Automatic Software Updates
- Rugged Stainless Steel Construction Fits existing M-3000 Footprint

ARE YOU READY FOR THE NEXT GENERATION IN SELF-SERVE FUELING TECHNOLOGY?

QTPod is proud to introduce the M-4000. The most cost-effective, easy-to-use, self-service fueling terminal designed to beat even the harshest weather conditions.

Rugged stainless steel construction on the outside with a large, sunlight readable display and back-lit capacitive touch keypad make this unit long-lasting.

On the inside, our software enables real-time transaction reconciliation and we include automatic software updates with the program.

Interested in upgrading from the M-3000?

Call or **email** today to learn more about how you can move your self-service fuel terminal to the next level and ask about our incentives for current M-3000 users.

303-444-3590 Option 4 | Sales@QTPod.com



4909 Nautilus Court North
Suite 109
Boulder, CO 80301



M4000 Price List

M4000 Fuel Management System – Base System..... \$14,995

Base System includes single hose control & wired Ethernet capability

Options:

Additional Hose Control (each)..... \$450

Cellular Kit..... \$1000

Wi-Fi Kit..... \$500

Zipline Wireless Ethernet Bridge.....\$1200

Start-up & Training..... \$2300

Yearly Subscription Fees:

Base Plan..... \$945/yr

Includes Database Hosting, Data, 24/7 technical support, software updates

Premium Plan..... \$1,995/yr

Includes Database Hosting, Data, Parts Replacement, 24/7 technical support, software updates

**Subscription fee is mandatory and starts with installation*

Unlimited Verizon Cellular Plan..... \$480/yr