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 3600 North Grand River Avenue
 Lansing, MI 48906
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RICHMOND
 65809 Gratiot Avenue
 Lenox, MI 48050
 Telephone: (586) 727-7311

WEST DETROIT
 56555 Pontiac Trail
 New Hudson, MI 48165
 Telephone: (248) 437-8121

Mr. Tom Gibbons
 City of Ann Arbor
 4251 Stone School Road
 Ann Arbor, MI 48108

February 20, 2015

Re: State of Michigan MiDeal Pricing for New John Deere 524K Wheel Loader

Dear Mr. Gibbons:

AIS Construction Equipment/JDE Equipment Company is pleased to provide you with the following pricing for a new John Deere 524K Wheel Loader. The pricing shown is current MiDeal State Contract Pricing and as such will be firm until such time as there is a manufacturer list price increase.

Pricing:

John Deere 524K Wheel Loader with specifications as outlined in the attached Equipment Details pages:

List Price:	\$ 206,781.00
Less State Contract 35% Discount:	(\$ 72,373.00)
Sub-total:	\$ 134,408.00
Balderson Quick Coupler:	\$ 6,700.00
Balderson Coupler 4.5 Cu Yd	
Light Material Bucket:	\$ 11,370.00
Total:	\$ 152,478.00

Copies of the pertinent pages of State of Michigan Contract No. 071B1300116 are attached with this quote. Please reference this Contract No. on your purchase order.

Please let me know if you have any questions or need any additional information. We look forward to continuing to assist you with your heavy construction equipment needs.

Sincerely,

Chris Robinson
 Governmental Sales Manager



JOHN DEERE

Equipment Details

Dealership: CHRIS ROBINSON
 AIS CONSTRUCTION EQUIPMENT C
 56555 PONTIAC TRAIL
 NEW HUDSON, MI 48165
 Phone: 2484378121

Date February 20, 2015

All amounts are displayed in USD

524K LOADER

Code	Description	Qty	List Price
7550T	524K LOADER		\$153,915.00

Options

Required Items:

0810	524K Standard Gathering Group	1	In Base Price
2605	English Labels and Decals	1	No Charge
1010	524K Loader	1	In Base Price
0914	John Deere PowerTech PVX 6.8L meets EPA IT4 and EU Stage IIIB Emissions (141 Net Peak hp) Requires JDLink code 1700. For use only in areas where EPA Interim Tier 4/EU Stage IIIB is required.	1	\$12,386.00
	Turbocharged Wet Sleeve Cylinder Liners Automatic Glow Plugs Programmable Auto-Idle and Auto-Shutdown Selected Idle Adjustment from 900-1250 RPM Starter Protection Automatic Derating for Exceeded System Temperatures Electronically Controlled Fuel Delivery System Serpentine Drive Belt with Automatic Tensioner Under Hood Dual Element Air Cleaner with Restriction Indicator Under Hood Prescreened Air Intake Under Hood Muffler with Curved Exhaust Stack Dual-Stage Fuel Filter and Water Separator 500 Hour Vertical Spin-on Oil Filter Automatic Engine Cool-down Timer		
1510	Standard Fan Drive	1	In Base Price
1410	Air Intake system without Precleaner Engine	1	In Base Price

1310	Engine Exhaust with Flat Black Curved Stack	1	In Base Price
1215	130 amp Alternator For use with IT4 Engine code 0914.	1	\$585.00
1610	Standard Fuel Filter & Water Separator	1	In Base Price
1110	4-Speed Transmission	1	In Base Price
3049	High Traction - Front & Rear Hydraulically Locking Differential Axles	1	\$1,953.00
3120	Manual Axle Differential Lock	1	In Base Price
4932	No Brand Preference	1	\$14,275.00
5530	Front Fenders	1	In Base Price
2010	Z-BAR with Standard Greased Pin Joints	1	In Base Price
2890	No Payload Scale Z-Bar and High Lift Linkage models will be shipped Loadrite ready. AT439717 may be added at a later time to install L2180 Payload Scale.	1	In Base Price
2444	4 Function -- 4 Lever Finger Tip Controls and Steering Column FNR 1 lever controls boom, 1 lever controls bucket, 2 single levers controls 2 additional auxiliary functions. Includes auxiliary hydraulic lines to boom cross tube.	1	\$4,242.00
8422	ROPS Quiet Cab with Air Conditioning Includes: Air conditioner Heater Defroster and pressurizer Front and rear intermittent windshield wipers and washers (1) inside and (2) outside rear view mirrors Left and right rear side windows open 2.5" (65 mm) for ventilation Sun visor	1	\$12,100.00
8450	Cab with Air A/C Charge	1	In Base Price
2220	Standard Fabric, Back Rest Extension, Air Suspension Seat Fabric Covered Seat with Back Rest Extension includes full adjustment, Lumbar, and Air Suspension with full damping capability.	1	In Base Price
2120	Steering Wheel Only Steering Wheel remains without Joystick Steering. Requires code 2220 or 2230 Seat.	1	In Base Price
1915	NeverGrease Steering Cylinder Joints	1	No Charge
2520	Less Ride Control	1	In Base Price
7120	Halogen Work and Drive Lights LED Front Turn/Marker & Rear Turn/Brake Lights	1	\$257.00
8320	Heated Outside Mirrors	1	\$624.00
8220	Rear Cast Bumper/Counterweight with Rear Hitch and Locking Pin	1	\$688.00
1700	JDLink Ultimate Cellular for the Americas, excluding Costa	1	In Base Price

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Includes JDLink hardware: integrated cab wiring harness, antenna, modular telematics gateway (MTG), and JDLink Ultimate activation.

JDLink utilizes cellular and satellite technology infrastructure that is outside the control of John Deere. Changes to that infrastructure may require customers to purchase compatible JDLink hardware to restore functionality.

Includes 3 year subscription. Annual subscription renewal required after 3 years for continued functionality. JDLink customer account must be created to access JDLink Ultimate data. Go to www.StellarSupport.com to renew or update JDLink subscriptions.

Use of this service, and all rights and obligations of John Deere and the Customer (as identified in the applicable agreement), are governed by the terms and conditions outlined in the applicable Services and Software agreements available at www.JohnDeere.com/Agreements. If these terms and conditions are not agreeable do not proceed and do not use the service.

Optional Items:

8550	Bucket Pins Less Bucket When installing attachments that are heavier than 3200lbs (standard z-bar) or 2250lbs (high lift), it is strongly recommended field kit AT361145 be installed. This field kit allows control over the dump speed and protects the linkage components from damage with large attachments.	1	\$595.00
9015	Engine Block Heater Recommend for cold starts below -10 degrees F (-23 C)	1	\$243.00
9065	Axle Coolers Recommend Axle Coolers for long roading and or heavy braking with stockpile production applications Strongly recommend bottom guards.	1	\$2,071.00
9225	24 Volt to 12 Volt - 8 Amp Converter	1	\$250.00
9105	AM/FM/WB Radio Includes speakers and antenna. Requires Code 9225 Converter and 8419 or 8422 Cab.	1	\$317.00
9126	Dual Beacon Bracket Cannot be ordered with code 9125.	1	\$378.00
9310	Hydraulic Control System for Attachment Coupler Locking Pins For use with field installed Attachment couplers. Includes hydraulic lines from control valve to loader boom cross tube, electric switch and solenoid valve.	1	\$1,452.00
9420	Transmission Side Frame Guards	1	\$450.00
9707	20.5R25 1 STAR L2 NO BRAND PREFERRED RADIAL TIRES WITH 3 PC RIMS	1	No Charge

Configuration Total:**\$206,781.00****Summary**

Equipment Totals (includes "Other Charges")	Qty	Each	Extended
524K LOADER	1	\$206,781.00	\$206,781.00
Total Equipment Group Price:			\$206,781.00
Additional Charges			
MiDeal State Contract 35% Discount:		+/-	(\$72,373.00)
Balderson Style Quick Coupler:		+/-	\$6,700.00
Balderson Style 4.5 CuYd Light Mat'l Bucket		+/-	\$11,370.00
Total Additional Charges:			(\$54,303.00)
Total Delivered Price:	1		\$152,478.00

Price and availability subject to change without notice. Taxes, extended warranty and freight charges are extra.
Some additional charges may apply.