



**GRAND RAPIDS**  
600 AIS Drive Southwest  
Grand Rapids, MI 49548  
Telephone: (616) 538-2400

**LANSING**  
3600 North Grand River Avenue  
Lansing, MI 48906  
Telephone: (517) 321-8000

**SAGINAW**  
4600 AIS Drive  
Bridgeport, MI 48722  
Telephone: (989) 777-0090

**RICHMOND**  
65809 Gratiot Avenue  
Lenox, MI 48050  
Telephone: (586) 727-7311

**TRAVERSE CITY**  
8300 M-72 East  
Williamsburg, MI 49690  
Telephone: (231) 267-9513

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

City of Ann Arbor  
Procurement Unit, 5<sup>th</sup> Floor  
301 East Huron Street  
P.O. Box 8647  
Ann Arbor, MI 48107

November 20, 2012

Subject: Lease Financing Quotation for John Deere 544K Loader as Bid for ITB#4256  
Waste Handler 4 Wheel Drive Loader

Dear Sirs:

AIS Construction Equipment Corp. and John Deere Financial are pleased to provide you with the following lease financing proposal bid to be used with the Loader we recently bid to you.

We can offer a 5 year full payout (\$1 final payment) municipal lease very similar to the one you currently have on your current John Deere Loader at the Recycling Center.

For the new machine with bid price of \$196,200.00 the payments would be:

10 semi-annual payments of \$21,160.13 each  
Then final payment of \$1

This is based on current John Deere Financial Municipal Lease Rate of 3.3 %

We look forward to continuing to help with your equipment and lease/financing needs.

Sincerely,

A handwritten signature in black ink, appearing to read 'Chris Robinson', written over a white background.

Chris Robinson  
Governmental Sales Manager





**JOHN DEERE**

Salesperson:

Phone:

Date: **Tuesday, November 20, 2012 1:27:00 PM**

Quote For: **City of Ann Arbor**

Equipment Description:

**NEW JOHN DEERE 544K H/L 4WD WASTE HANDLER  
LOADER**

**5 YEAR FULL PAYOUT LEASE AT 3.3 % LEASE RATE**

**Lease Quote**

Contract Date:	<b>12/20/2012</b>
Number of Payments:	<b>10</b>
Term (months):	<b>55</b>
Purchase Option Amount:	<b>\$ 1.00</b>
Purchase Option Date:	<b>07/20/2017</b>
Number of Advanced Payments:	<b>1</b>
Payment Frequency:	<b>Semi-Annual</b>
Payment Amount:	<b>\$ 21,160.13</b>

This quote is valid until the Contract Date shown above.

*Thank you for using John Deere Credit.*



**JOHN DEERE  
CREDIT**

**CUSTOMER COPY**